

CHEMIST & DRUGGIST

The newsweekly for pharmacy

April 7, 1984

a Benn publication

Twenty-four
candidates
for Council

BOC oxygen
to bypass
pharmacists?

Consumers
seek more
control over
professions

Unichem put
on 18pc

OFT discount
inquiry to
go ahead

Computers:
three more
programs by
C&D readers

PHILIPS

Simply years ahead



400,000 girls grow up every year

There are 3,700,000 young girls in Britain. No-one is more fashion and beauty conscious, and no-one spends more on their own appearance.

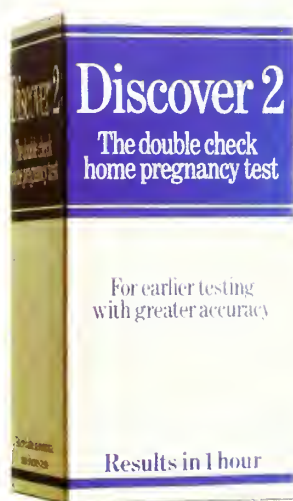
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CHEMIST & DRUGGIST

Incorporating Retail Chemist

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Benn

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COMMENT

Have you a grouse about the way the profession is going? Then vote!

There could hardly be a

more democratic profession than pharmacy, and those who choose not to participate in elections to the various organisations have only themselves to blame if they do not like what is being done in their name — unless, of course, they hold a minority viewpoint and what is being done meets with the approval of the majority.

The Council of the Pharmaceutical Society is particularly vulnerable to change if a majority of members turns their complaints into votes. In just over a year from now — by May 1985 — the dissenters, if they be in the majority, may have total control: with one-third of the Council's members facing the electorate every year, it takes only two elections to change the balance of power.

Such a new Council would elect its own president and other officers — and even some of the Society's executive officers come before Council for re-appointment each year.

Then there is the branch system. All pharmacists are member of a local branch — an organisation designed to be the Society's eyes and ears. But how many make sure their views are translated into branch motions and pursued through to national resolutions?

This year's list of candidates features some new names — a few with declared affiliations, and others who may declare themselves only if they are elected. What many have in common, however, is a desire to overthrow the present regime.

If the membership supports that aim, the opportunity is there for the taking: but we urge voters not to exchange apparent inactivity for empty words. Certainly there

are those on Council who have appeared intent simply not to "rock the boat" (with an eye on the presidency and an OBE perhaps?).

But it has always been noticeable that many of the noisiest wolves become lambs once on Council.

They may, of course, argue that they are beaten by the system, but more usually they are being faced with reality for the first time — a reality which imposes certain legal restraints and responsibilities upon them.

So when voting, look beyond the invective to the means of achieving the stated aims.

Try also to find candidates known personally to be good and proven ambassadors for the profession already.

Council is the wrong place to start in pharmaceutical politics: But above all, stop grouching — and vote!

Twenty-four stand in Council election

Twenty-four candidates are standing for election to the Pharmaceutical Society's Council — the largest number to do so for over a decade at least and possibly a record. But the group does not include two current members who are retiring at the end of their first term of office: community pharmacist John Iles and Pharmaceutical Services Negotiating Committee chief executive Alan Smith

Five members of the current Council are seeking re-election this year. They are Professor Arnold Beckett, London; Geoffrey Booth, W. Yorkshire; Henry Howarth, Nottinghamshire; Mervyn Madge, Devon, and Linda Stone, Cheshire.

The number of candidates nominated for Council has been in the narrow range of 13-16 since as far back as 1974.

Alan Smith is retiring from Council because of the pressure of PSNC work. He says: "I would rather do one job well than two jobs badly. His PSNC workload gets over-greater, he says, and currently includes the new charter, Nuffield report, parallel imports, labour and profits inquiries and the court case.

One of Mr Smith's stated objectives in joining Council had been to follow through the Clothier Committee's recommendations. This had been done but membership of the resulting Rural Dispensing Committee now takes up even more time. Another of his objectives, the rational location of

pharmacies, Mr Smith said could now be better pursued through financial inducements negotiated by PSNC.

And John Iles told *C&D* he is retiring from Council because, as a busy proprietor he does not have sufficient time to devote to becoming expert on all the facets of pharmacy covered by its affairs. He says three years on Council has exposed its limitations. "You learn what it is practical for Council to achieve, as well as what is impractical." Council has to persuade others of the benefits of such things as the restriction of all medicines to pharmacy sale and rational location, but the opposition is too strong."

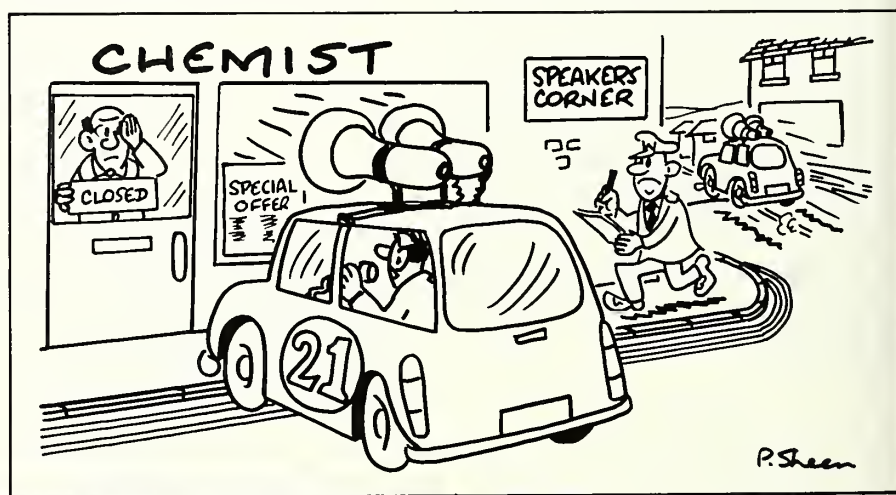
Other members standing for election to Council are Alfred Allen, Essex; Allan Asher, London; John Blair, Devon; William Brookes, Cheshire; James Brunt, Suffolk; Dengar Evans, S Glamorgan; Michael Everitt, Staffordshire; Peter Hulme, Devon; David Kaye, Devon; Sunil Khanna, Northumberland; William Lowe, Avon; John Myers, Midlothian; Richard Poynter,

Warwickshire; Michael Reynolds, Dorset; Michael Smith, Cornwall; Richard Thomas, Gwynedd; Edward Thornton, Dorset; Robert Timson, Nottinghamshire and Nicholas Wood, Essex.

Dengar Evans says he believes four other candidates have points in their manifestos similar to some in his own backing the "Pharmacy for pharmacists" case. They are Michael Reynolds, Richard Thomas, Edward Thornton and Nicholas Wood.

In his manifesto Mr Evans calls on Council to embark on a campaign aimed at achieving pharmaceutical practice ownership by pharmacists. "It should demand that this fundamental transfer of ownership is in the profession's interests." He also wants to see a pharmaceutical parliamentary committee meeting regularly in the House of Commons to pursue Council interests.

Council member Edwin Evens, who has acted as spokesman for the proposed Alliance of Retail Chemists, told *C&D*: "There may be some candidates who are extremely interested in ARC. However, they are not being named. The aim of the group will be to encourage members to engage actively in Society affairs. *C&D* published the manifesto details on February, 11" p251.



Government to review FPS

The Government is said to be seeking long-term changes in Family Practitioner Services.

The review is widely reported in the national Press this week and will cover services provided by family doctors, dentists and pharmacists. The leaks say Secretary of State Norman Fowler is likely to publish a Green Paper in July to initiate

the consultation process: the Binder Hamlyn report may accompany it.

Key issues are said to include whether to make doctors retire early at 65 or 70, whether to cut the number of medical students and whether to limit the numbers of overseas doctors.

Mr Fowler is said also to be proposing to issue a Department of Health annual report which says how much money is spent on the NHS and where it goes.

Binder Hamlyn were commissioned to recommend ways of improving forecasting and control of FPS spending.

■ Average cost of prescriptions dispensed by chemists and appliance suppliers in Scotland in November 1983:

	Pence
Ingredient cost	349.178
Oncost	45.32
Dispensing fee	33.333
Interim allowance	12.979
Container allowance	3.800
Other misc costs	1.330
Gross cost	446.252
Less charges	31.763
Net Cost	414.489
Total number of prescriptions: 3,086,045.	

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Monopoly oxygen deal from BOC

A deal proposed by the British Oxygen Company to the Department of Health could effectively cut pharmacists out of the supply of domiciliary oxygen.

Health Minister Kenneth Clarke told the Commons last Thursday: "BOC has put to us a proposition to provide the NHS with oxygen concentrators in a way that seems extremely attractive. The BOC deal is based on the concept of direct delivery by the company to patients, with savings, many of them achieved by eliminating pharmacists, who at the moment deliver oxygen cylinders to the homes of patients. BOC estimate its proposals would save at least £1m a year.

"In effect BOC was putting to us the suggestion that it should take over the monopoly supply of domiciliary oxygen to the NHS."

The adjournment debate in the Commons was initiated by Mr Lewis Carter-Jones, who wanted to know why concentrators were not used more extensively. "The £9m spent on oxygen could be used to provide better treatment for five times as many people," he challenged.

The Medical Research Council, the Royal College of Physicians, *British Medical Journal* paper and a report by the North Western RHA have all indicated that concentrators could be more economical, claimed Mr Carter-Jones.

"Are you not getting the message," he said. "It looks as if different people have written these reports but that the same man has drawn up the findings. They are all the same. It is much cheaper, much better and patients want it."

Mr Clarke acknowledged that existing supply arrangements were "proving expensive," and that the alternative of concentrators was being examined. "No one denies that it could be more economical to provide treatment by using concentrators, and we shall look at that possibility using our existing machinery through the family practitioner committees."

The report from North Western RHA clearly showed economic advantages of concentrators in the case of patients who use large volumes of oxygen (over six hours a day), Mr Clarke said. Doctors were finding that in practice the treatment was valuable to patients and concentrators were becoming smaller and more reliable.

However Mr Clarke felt the signing of a monopoly agreement without investigation

into its financial feasibility would not be welcomed. To this end Arthur Anderson & Co are preparing a report to be ready this month.

BOC are not yet giving details of the offer made to the Department, although a spokesman claimed the monopoly situation was not of BOC's making. The other main UK manufacturer of gases decided not to become involved because of the poor return, it is claimed.

A BOC memorandum sent to MPs claims savings of £2m could be made, and says that the company has been "active and persistent" in promoting use of concentrates, according to the *Guardian*.

Pharmaceutical Services Negotiating Committee secretary Stephen Axon described the Minister's statement as "pre-emptive" considering the Andersen report has yet to be received.

"It is a matter of concern," he acknowledged, "and will be discussed at the next PSNC meeting on April 7. There is a danger that the pharmaceutical service will be cut out." He confirmed that the PSNC had met with Arthur Andersen at the invitation of the DHSS.

"I think oxygen concentrators are inevitable, but do not think they will be used by all patients," Mr Axon said.

Mr G.D. Rose, MPS, general manager of DeVilbiss, who manufacture oxygen concentrators, also told *C&D* there is a place for cylinders. "There is still a case for cylinders for the vast majority of patients. Most people agree that concentrators do provide value for the moderate to heavy user." Some 400,000 patients are on oxygen therapy and it is thought that about one tenth could benefit from concentrators.

The report from North Western RHA says the overall cost for providing oxygen for up to 15 hours a day for a year worked out at from 20.3p per hour (using the Rimer-Alco machine) to 11.9p (for the DeVilbiss machine). Comparable costs for oxygen by cylinder are 68p per hour.

One of the objects of the programme was to determine whether hospitals or FPCs should provide domiciliary oxygen. With a little planning the hospital service could provide in-home oxygen in an efficient manner, the report suggests. Manufacturers have also demonstrated an ability to maintain machines in the home, it says.

Figures produced by DeVilbiss show the approximate annual cost of cylinders supplied via pharmacists for a patient using oxygen ten hours a day are around £2,800. This compares with £1,383 for a concentrator, assuming a purchase price of £1,295 (including servicing) and an electricity bill of £88. The savings increase with the number of hours a day the patient uses oxygen. The machine has a useful life of ten years.

Looking for a pharmacy

No less than three instances of cases where the local community is seeking to have a pharmacy have come to C&D's attention this week. All the cases have been mentioned at length in local newspapers.

Naval wives and local villagers are joining hands in an attempt to convince the Pharmaceutical Society of a need for a pharmacy in Tamerton Foliot, near Plymouth, according to the *Western Morning News*. They are planning a script collection service to prove the need.

Burlesdon, Hants have been told by local councillor Stuart Galley that the local family practitioner committee was prepared to support a pharmacy in the village, says the *Southern Evening Echo*. He says the village is three quarters of the way towards finding someone who sees the place as a viable business proposition.

A call for a chemist shop at Talke Pits, Staffs, has been made by local councillor Paul Forster following the cessation of a prescription collection service from a grocery store. He has written to United Co-operatives Ltd and is to ask members of Kidsgrove Town Council for support, says the *Evening Sentinel*. Another councillor has called for the return of dispensing services at the local GP's surgery.

'Withdrawals' to speed up?

Health Minister Kenneth Clarke is looking at ways to speed up the procedure for banning drugs deemed to be dangerous.

The present system can be time consuming in cases where patient safety is an issue, he said in a Commons reply last week.

However, in a written reply to Labour's Jack Ashley, the Health Minister said he was satisfied that companies were taking reasonable steps to ensure withdrawal of products containing phenylbutazone. The drug is now available only to hospitals for treating arthritis of the spine.

But it would not be sensible to limit supplies of all drugs whose use is restricted, on grounds of safety, to hospitals only. Mr Clarke said, in reply to another question from Mr Ashley. Mr Clarke added that decisions on the supply of drugs must be based on medical judgments of their characteristics and the conditions they are intended to treat.

Sussex firms lobby on PPRS

Leaders of six Sussex pharmaceutical companies met MPs from the county at the House of Commons last week to voice their concern about changes to the Pharmaceutical Price Regulation Scheme, which came into effect on April 1.

The six companies (Armour/Berk, Eastbourne; Beecham and Upjohn, Crawley; Schering, Burgess Hill; Ciba-Geigy and A.H. Robins, Horsham) employ some 5,000 people in Sussex, about 1,000 of them university graduates. Changes to the PPRS could work against investment by the industry, it is claimed.

Current investments include £9m by A.H. Robins on a 29-acre site near Horsham; £7m by Beecham on redevelopment and modernisation at Crawley; a £2.7m office extension by Ciba-Geigy at Horsham. At Eastbourne, Armour/Berk has just completed a £4.5m expansion of its manufacturing plant and built a £1.5m distribution centre. These follow a £5m investment in a new sterile

manufacturing centre. Upjohn, which has reinvested profits in the Crawley facility for the past eight years, spent £3m in 1983 on upgrading its facilities and equipment.

Five of the six Sussex companies are foreign-owned and their parent companies are weighing up the merits of siting or extending facilities in particular countries. MPs Peter Horden (Horsham), Tim Rathbone (Lewes), Tim Renton (Mid-Sussex) and Tim Sainsbury (Hove) were told.

"This is happening at a time when the Japanese are making a determined effort in world markets," Geoff Rodgers, managing director of Upjohn, warned the MPs. "We have seen what has happened to the British camera, consumer electronics and motor vehicle industries. Make no mistake, pharmaceuticals are on Japan's target list."

Dr Richard Wiseman, medical director of Schering, which has just cancelled plans to build a £2 million administration block at Burgess Hill, put the NHS drugs bill into perspective. "Medicines and anaesthetics amount to less than 10 per cent of the cost of running the NHS," he pointed out. "Just 7p per person per day buys all the NHS medicines — which is the average amount spent on newspapers. Compare that with 29p on cigarettes and 60p on drink."

Stephar criticise industry

Dutch-based parallel importers Stephar bv have criticised the pharmaceutical industry for allowing "public scaremongering" over parallel importing.

In a letter to customers, managing director M.C. Hamilton says: "Manufacturers and wholesalers in the UK have always been very happy to boost their turnovers by supplying parallel importers in Holland and Germany. How, I wonder, have these products become dangerous or unsafe simply because they are now travelling in the opposite direction?"

The responsibility for purchasing pharmaceuticals for supply in community pharmacy must remain with the pharmacist,

he says. "... He will decide, both for domestic and parallel import purchases, as to the legitimacy of source and the efficacy of the product in question."

Mr Hamilton warns chemists that unless they establish their commercial independence they could lose their dispensing rights to "an army of State-trained technicians."

He says: "The sooner that the manufacturing and distribution industries realise that parallel importing is here to stay and that we all have to co-exist then the happier and more equable will be our professional and commercial lives."

Mr Hamilton admits there are some "cowboy operators" among parallel importers but says they can be found among other types of wholesaler and among generic suppliers too. He says pharmacists have to exercise their professional judgement.

in Ventolin inhalers packaged in cartons or packaged together with leaflets resembling Allen & Hanbury's cartons or leaflets.

Sigma's undertakings, which are effective until the trial of Glaxo's action, do not prevent them from dealing in Ventolin inhalers sold or disposed of in their original packaging. They were given at a brief hearing before Mr Justice Nourse in the Chancery division of the High Court this week.

Sigma 'undertake'

Sigma Pharmaceuticals, the defendant in an action brought about by Glaxo Group Ltd, Glaxo Operations (UK) Ltd and Allen & Hanbury Ltd, gave various undertakings that they will not, without Glaxo's permission, sell, distribute or otherwise deal



Bill Black, MPS, receives a retirement gift — a set of claret glasses — from Unichem's Walthamstow branch manager David Goulding. Before opening his pharmacy — W.L. Black Ltd — in Norfolk 25 years ago. Bill served in the Fleet Air Arm for 20 years as a Lieutenant Commander, and his retirement will give him the opportunity to visit naval friends around the world

Importers form association

The Association of Pharmaceutical Importers has been formed to represent the interests of parallel importers.

Bomere Medical Supplies managing director Stanley Blum was elected chairman of a small steering committee by thirty-two founders members meeting last Sunday. They also agreed to provide the Association with "substantial financial backing." John Whitworth of Doncaster Pharmaceuticals is the vice-chairman.

The steering committee is to meet on April 15 to discuss: the establishment of the association; code of conduct; proposed new legislation; parliamentary lobbying, and public relations.

Stanley Blum told *C&D* the meeting adopted the published objectives (*C&D*, March 31, p587): "It was very successful. Everyone there had very serious intentions."

■ It is hoped that doctors will be told about drug withdrawals and new research on medicines before the national media following the establishment of a new mini-committee. Set up by the CSM the adverse reactions group of the safety, efficacy and adverse reactions committee (ARGOS) will give extra attention to individual reports of adverse reactions from doctors.

Import proposal words unclear

The Department of Health's proposals on parallel importing have been welcomed by the Pharmaceutical Services Negotiating Committee in so far as they safeguard the interests of patients. But it is concerned that some of the wording in the consultative document first published last December (C&D, December 17/24/31, p1084) is open to interpretation.

PSNC says it objects to the practice of parallel importing but accepts that it must be permitted under EEC law, in its comments to the Department on the document. The DHSS set out an intent to introduce a special product licence for EEC imports — a PL(PI) — and to close the loophole in the exemption order under which pharmacists are importing unlicensed medicines.

The PL(PI) would only be available for products which are identical, either to products already covered by a product licence of right, or have no therapeutically significant differences from products covered by a product licence. The word "identical" could include shape, colour, odour, flavour, markings and codings and could refer either, to the individual dose unit, or the product as a whole including the name and packs but, says PSNC: "It is not clear." And does "identical" cover formulation including inert ingredients? PSNC says it should.

PSNC also finds the "somewhat imprecise" wording extends the amendment

proposed to the Medicines (Exemption from Licences)(Importation) Order 1978. Its stated objective is: "To enable small quantities of specially imported products to be stocked for sale or supply by wholesale dealers or retailers for the purpose of treatment of particular patients in accordance with GP or hospital prescription.

The term "small quantities" could give rise to a dispute between the importer and licensing authority. And does the phrase "particular patients" refer to one patient or a group, asks PSNC? Taken literally the words "in accordance with GP or hospital prescription" would prevent the pharmacist from anticipating a script (in the interests of the patient) by taking in stock in advance, it says.

PSNC concludes that the new Statutory Instrument must ensure the patient receives medicines of equivalent quality and safety to non-imports with clear instructions, in English, on the use of the product.

□ PSNC took the following decisions at its March meeting: to ask for a meeting with the Secretary of State to discuss the free supply and administration of vaccines by GPs when he has refused to allow pharmacists to dispense vaccine scripts without charge; to accept an offer of £1.1m in respect of higher notional rents for the period April, 1980, to December, 1982 (Valuations for the four year period commencing January 1983, are to be undertaken by district valuers within the context of the Chemists Remuneration Inquiry 1983), and to claim for an increase in the pre-registration trainee grant to £2,000 for 1984-85.

Council say 'Dr' can mislead

The Pharmaceutical Society's Council still believes that pharmacists who use the title "Dr" on pharmacy fascias or dispensing labels could mislead the public into believing they were medically qualified.

Last year's branch representatives' meeting voted in favour of a resolution saying that pharmacists with doctorates should not be discouraged from using the title. After further consultation with the branches and other pharmaceutical organisations, Council has decided that higher degree can be used except where use of a doctorate might be misleading. This view, expressed in Council's final report on resolutions passed at the BRM, will be put to the membership for approval at the annual meeting on May 16.

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Council has decided to take no further action on a resolution calling for a Parliamentary committee for pharmacy. Only one of six pharmaceutical organisations consulted welcomed such a proposal and it was felt that costs of appointing MPs from all parties as consultants would be considerable. Differences in NHS legislation between England and Scotland were also likely to lead to difficulties in outlining common policies.

It was considered that the current system of appointing Parliamentary advisers from the two main parties was adequate and every effort would be made by all pharmaceutical organisations to co-ordinate their approach to issues affecting the profession as a whole.

■ A leaflet titled "Pyridoxine (vitamin B6) for premenstrual tension" is now available from Women's Health Concern. It describes symptoms and suggests vitamin B6, may be

Safeway apply to RDC

Safeway Stores have made a formal application through East Sussex Family Practitioner Committee to the Rural Dispensing Committee to open a pharmacy in Crowborough.

Although the FPC was notified of the company's intentions in February a subsequent decision by the dispensing subcommittee to make the area "rural" landed the proposed pharmacy in a "controlled locality trap".

The case is unlikely to be considered by the RDC before their May meeting as the 30-day consultation period initiated by the FPC will not be concluded in time for this month's meeting.

A meeting of Crowborough Parish Council agreed to raise no objection to Safeway's application although concern was expressed that the service provided by the three pharmacies already in the town could be jeopardised.

Safeway have not approached the local pharmaceutical committee to object to the FPC's decision to designate Crowborough a rural area.

Meanwhile in nearby Langton Green around 300 patients have been transferred from the doctors dispensing list to the prescribing list as they are within one mile of a pharmacy in neighbouring Rusthall.

Scottish election

The annual election for members of the Executive of the Scottish Department of the Pharmaceutical Society will take place in June.

Nominations for candidates are now invited for the 1984 election, the closing date for receipt of nominations being May 2. Nominations, which require the signatures of the proposer and seconder, should be addressed to the secretary of the Scottish Department, 36 York Place, Edinburgh EH1 3HU.

The six retiring members are Mr G.W. Allan, Mr I.M.W. Caldwell, Dr Mary Dawson, Mr K.J. Grey, Mrs Betty Montgomery and Mr A.H. Watson. All are eligible for re-election.

worth trying to alleviate the condition. Available free for a self-addressed envelope from *Women's Health Concern, Ground floor flat, 17 Earls Terrace, London.*

Daniel install new system

Pharmaceutical wholesalers Richard Daniel are to enhance their distribution and manufacturing operations with the installation of a new distributed data processing system.

Valued at more than £170,000, the entire system is to be supplied by Ericsson Information Systems as an integrated package.

The master processor, located at Richard Daniel's Derby head office, provides 750K of core memory with 190HB of back up, and will drive 20 screen terminals, including three microcomputers, eight of which will be located at the company's branches in Grassmoor, near Chesterfield, and Ashton-under-Lyne, near Manchester.

Each branch will be equipped with a Step/one, three VDU terminals, two multipurpose printers, and several auto-answering modems. Head office hardware will include 11 VDUs, a microcomputer, four multipurpose printers and a 300 line per minute printer.

A unique feature of the system will be the use of Step/one microcomputers as automatic order entry machines. Over 50 per cent of Daniel's community pharmacist customers are equipped with Epson HX20 micros for order entry. During normal business hours direct order input is to the main system when the Step/one machine functions as a standard VDU. Outside business hours the microcomputers, using specially developed software, will accept orders while unattended, and details of orders are stored locally for subsequent processing.

Daniels switched to the Epson two years ago, using software developed by I²ML. Customers will notice no disruption to service as the new system is installed. It will be gradually phased in, and should be completed by mid-Summer.

It will also be used for the manufacturing side of the company, for inventory control, production scheduling and stock management.

■ Dissolving glass could be one of the vehicles used for controlled release of drugs in the future. British scientist Cyril Drake, a researcher from the Standard Telecommunication Laboratories, has developed the material which can dissolve as quickly as sugar in tea, or so slowly it can take years, says an article in the *Observer*.

At present the material can only be used with drugs that can survive its 1,000°C manufacturing process.

New contract

Last week I raised a number of points I'd like to develop further. The first concerning parallel importing and one way of ensuring those who hadn't indulged would not be sideswiped in the inevitable clawback.

Now if my reading of the articles published in *C&D* last week is correct (p598) it seems likely there will be no clawback at all on parallel importing. Mike Brining predicts it. Hooray? Three cheers? Are we pleased?

I don't want to appear carping but believe the *Daily Mail* had its facts reasonably correct. Some chemists have been cheating the taxpayer by claiming full UK prices for drugs they were importing at considerably lower prices. They and doctors engaged in the practice may have made a combined £100m illicit profit.

Up till now it has been my concern that I wasn't coerced by a PSNC "agreement with DHSS" to pay back to the Government a proportion of those illicit profits, because I never had any . . . and can prove it. The point being that those who imported the most would still be laughing.

If the DHSS can't be bothered to pursue those importers individually, as it should, and is able to, PSNC should not accept an averaged "guesstimate" over all contractors.

Will the matter be dropped? My anger at the possibility of being forced to pay to the Government a proportion of parallel import profits on behalf of those who actually imported them will be as nothing, if in the interests of an easy life the DHSS allows them to get away with it. Those of us who played by the unwritten rules of the game (we used to call it professional behaviour) would then be shown to have been living in a sad foolish world of our own. Branded publicly as stupid with not the wit to know which side our bread was buttered on, I wouldn't like that.

Labelling

I have been fascinated by the correspondence over the last few months concerning the inadequacy of dispensing doctor labels, and wonder if the writers have any brains at all? The place to talk about these signs of poor dispensing safeguards is at branch meetings and in correspondence with your local pharmaceutical committee secretaries who will know what to do with the example you forward to them.

Telling the limited range of trade Press readers about your horror merely lets you blow off righteous steam and alerts the dispensing general practitioner that it is time

for him to buy a computerised labelling system. He can afford it, and will then be on equal, if not better terms than you. Then another reason, albeit a minor one for our criticisms of the whole concept of doctor dispensing, will be removed.

As for Vestric's feeble reply that they must supply doctors with drugs and their drug order labelling systems to be able to keep a wide range of stock at a high level, which is therefore in the community pharmacist's best interest, I leave you to come to your own decision. I usually purchase from other wholesalers.

Nuffield

Our friends at Unichem are to present their view of pharmacy to Nuffield. I am sure in their hard-headed way they will not make a mess of it, since they have the resources in money, specialist manpower and statistics to make many cogent points.

But in addition to these highly-organised forces, I feel it would be a pity if some of our potent committees like the LPCs, who are very much at the sharp end of things, did not also consider making recommendations to the body which may well be the most influential force for change or survival in the next decade. Their members have a great deal of experience in the realities of political life, as it affects pharmacists. They have much to offer.

Cut-price

Now for the good news. Alan Smith gallivanting round the world, the furthest corners of, has told *them*, the flaming Aussies and Kiwis the good news about the projected new contract we have been wimping in the wet about all dripping Winter. I suppose the hot sun melted his reticence.

Anyway I certainly give top marks for what he came up with. Rent rates and lighting costs to be based on actual individual figures related to space allocated for NHS work. A relocation allowance to be paid to encourage pharmacists to move to areas of greater need. Purchase of contracts to relinquish etc . . .

Has a lot in common with the article by K.C. Sims a few weeks ago. Although the words used were different the aims are identical. The PSNC ideas are however, superior since they would presumably be incorporated as part of a national policy for better distribution rather than more local administration. On second thoughts though it would have to be administered at a local level anyway?

Chemist & Druggist 7 April 1984

"The Shop premises were available as freehold and were in need of complete refurbishment. It was obvious that major capital investment would be needed, and I was uncertain as to the viability of the project. I needn't have worried, a word with my Numark wholesaler representative and Numark carried out a site assessment to determine the level of sales and profit I could expect.

"The report was an eye opener and gave the catchment area and a sales and profit forecast, supported by details of population,

"Thanks to Numark, I'm delighted with my new pharmacy."



*Andrew Winson, M.P.S.,
Kirkby-in-Ashfield, Nottingham.*

employment, public transport, car parking, the position of surgeries, health centres etc. Full details of development and operating costs, break-even turnover and even recommendations on style of trading and stock range were indicated in the report.

A complete plan of the shop front and layout was prepared, tailored to my satisfaction and an estimate of costs provided. The report was readily accepted by my Bank Manager who commented very favourably on the depth of the survey. Numark then arranged for the work to be done by a reputable shopfitting company who completed the job on schedule at the budgeted price.

What's more, I'm pleased to say that sales and profits have developed very much in line with the forecasts."

For more information, contact your local Numark Wholesaler or Numark Central Office, 51 Boreham Road, Warminster, Wilts BA12 9JU. Tel: 0985 215555.



***Ten years of
independent success***

PETER BLAKE RA. NOW



PAINTING ON ILFORD HR.



Peter Blake's paintings have won him places in the Royal Academy and the Tate Gallery. As well as a C.B.E.

Before he puts brush to canvas, however, he picks up his camera.

Because he finds painting from photographs a great deal more convenient than painting from life. (His subjects wholeheartedly agree.)

Lately, there's been a new film in his camera. Ilford's new high resolution colour print film.

According to Blake, Ilfocolor HR is exceptionally faithful to nature's own colours.

He is also reassured by the film's high sensitivity and remarkable lack of graininess. Both help his camera to see exactly what he sees.

Moreover, he reckons that Ilford put as much care into their films as he puts into his paintings. From one batch to another, Ilfocolor HR's quality never drops.

Now, the eminent Mr. Blake's compliments are going to be featured in a new campaign to launch Ilfocolor HR nationally.

Full-colour, double page advertisements will tell your customers about the man, his work and his film.

With 35mm and 110 available in 100 ASA, and 35mm and Disc in 200 ASA, you'd better

be ready to bring out the artist in them.

ILFOCOLOR HR.



SUMMERTIME BRUISES

Our new blue packs have a clearer message for you and your customer.

They are designed to make more impact on your shelves and more impact in the Chemist Hayfever and Summer Cold treatments market.

Order now on special terms from your usual Wholesaler.



12 Tablets 82p
100ml Syrup £1.20

Dorsey
LABORATORIES

Chlorasol Sterets

Distributor Schering Chemicals Ltd, Hospital Supplies Division, The Brow, Burgess Hill, West Sussex

Description Clear, colourless aqueous solution of sodium hypochlorite containing 0.3-0.4 per cent available chlorine.

Presented in 25ml clear disposable sachets

Indications Cleansing and desloughing venous stasis ulcers, pressure ulcers and other cutaneous ulcers

Administration For topical use as determined by the doctor

Contraindications, warnings, etc

Localised irritation may occur, discontinue if severe or prolonged. Irritant to eyes.

Should accidental exposure occur, irrigate eyes immediately with a large volume of sterile normal saline or water

Pharmaceutical precautions Discard any surplus. Product stable for one year if stored between 5°C and 25°C, protected from light

Packs 250 × 25ml sachets (£40 trade, £112 basic NHS), 1,000 × 25ml sachets (£130 trade, £34 basic NHS)

Supply restrictions Pharmacy only

Issued April 1984.

Forane liquid anaesthetic

Manufacturer Abbott Laboratories Ltd, Queenborough, Kent ME11 5EL

Description Volatile liquid anaesthetic containing over 99.9 per cent isoflurane, with no additives or stabilisers

Indications Induction and maintenance of general anaesthesia

Dosage See product literature

Contraindications Known hypersensitivity or history of malignant hyperthermia following use. Use with caution in patients with intracranial pressure. Safety in pregnancy not established

Side effects Hypotension and respiratory depression. Occasionally nausea and vomiting during recovery

Packs 100ml (£33.50 basic NHS)

Legal category P

Issued March 1984

Feldene 20

Pfizer have introduced a new strength of Feldene capsules. Feldene 20 contain 20mg of piroxicam in maroon coloured capsules coded "Pfizer FEL 20" (30s, £9

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basic NHS).

Pfizer say around 80 per cent of Feldene scripts are for a 20mg dose taken once daily. The new strength will simplify the dosage regimen for the majority of patients while the 10mg capsule will allow the flexibility required for some indications.

The company are to issue pharmacists with a patient leaflet explaining the possible change. In a letter pharmacists are asked to contact the GP if 40mg daily is prescribed for more than a few days.

This higher dosage is used usually to "load" for two days in acute musculoskeletal disorders or as a four to six day course to treat acute gout. *Pfizer Ltd, Sandwich, Kent.*

APS generics

Approved Prescription Services have added warfarin tablets to their range together with several pack changes to existing lines.

Warfarin tablets are available as brown 1mg tablets (100, £0.59; 500, £2.36 trade) blue 3mg tablets (100, £0.74; 500, £2.75) and pink 5mg tablets (100, £1.16; 500, £4.38). All three strengths are presented as flat, bevelled edge tablets, scored on one side.

Diazepam tablets 2mg and 5mg are now available in containers of 5,000 tablets (£10.75 and £11.95 respectively); Metformin tablets 500mg are available in containers of 100 (£2.45); Apsolol tablets 40mg and 80mg in containers of 500 (£24.50 and £38 respectively) and Thyroxine tablets 50mcg and 100mcg in containers of 5,000 tablets (£8.25 and £8.85 respectively). *Approved Prescription Services Ltd, PO Box 15, Whitcliffe Road, Cleckheaton, West Yorks BD19 3BZ.*

Betaloc — new indications

Betaloc injection and tablets are now indicated for early intervention as well as maintenance treatment of myocardial infarction. Intervention can reduce infarct size and incidence of ventricular fibrillation.

Therapy should begin within 12 hours of onset of chest pain with 5mg intravenously every 2 minutes to a maximum of 15mg total as determined by blood pressure and heart rate. Oral therapy should start 15 minutes after the last injection with 50mg every six hours for 48 hours. Patients not tolerating the full iv dose should be given half the suggested oral dose. *Astra Pharmaceuticals Ltd, Home Park Estate, King's Langley, Herts WD4 8DH.*

BRIEFS

Sandimmun in 1ml: Sandimmun injection is now available in 1ml ampoules (10, £16.24 trade) containing cyclosporin 50mg per ml. *Sandoz Products Ltd, PO Box Horsforth No 4, Calverley Lane, Horsforth, Leeds LS18 4RP.*

Lasma dosage: Pharmax would like to stress that Lasma tablets (monograph last week) may be taken as a single daily dose. *Pharmax Ltd, Bourne Road, Kent.*

Kombo and Solo + filter: Salt & Son's Kombo and Solo colostomy bags are now supplied with an integral charcoal filter. Both now come packed flat in new cartons. *Salt & Son Ltd, 220 Corporation Street, Birmingham B4 6QR.*

Optimine syrup 60ml and Tinaderm aerosol: Optimine syrup is now available in 60ml bottles (£1.24) and Tinaderm is available as a dry powder spray (120g, £1.75). *Kirby-Warwick Pharmaceuticals Ltd, Mildenhall, Bury St Edmunds, Suffolk IP28 7AX.*

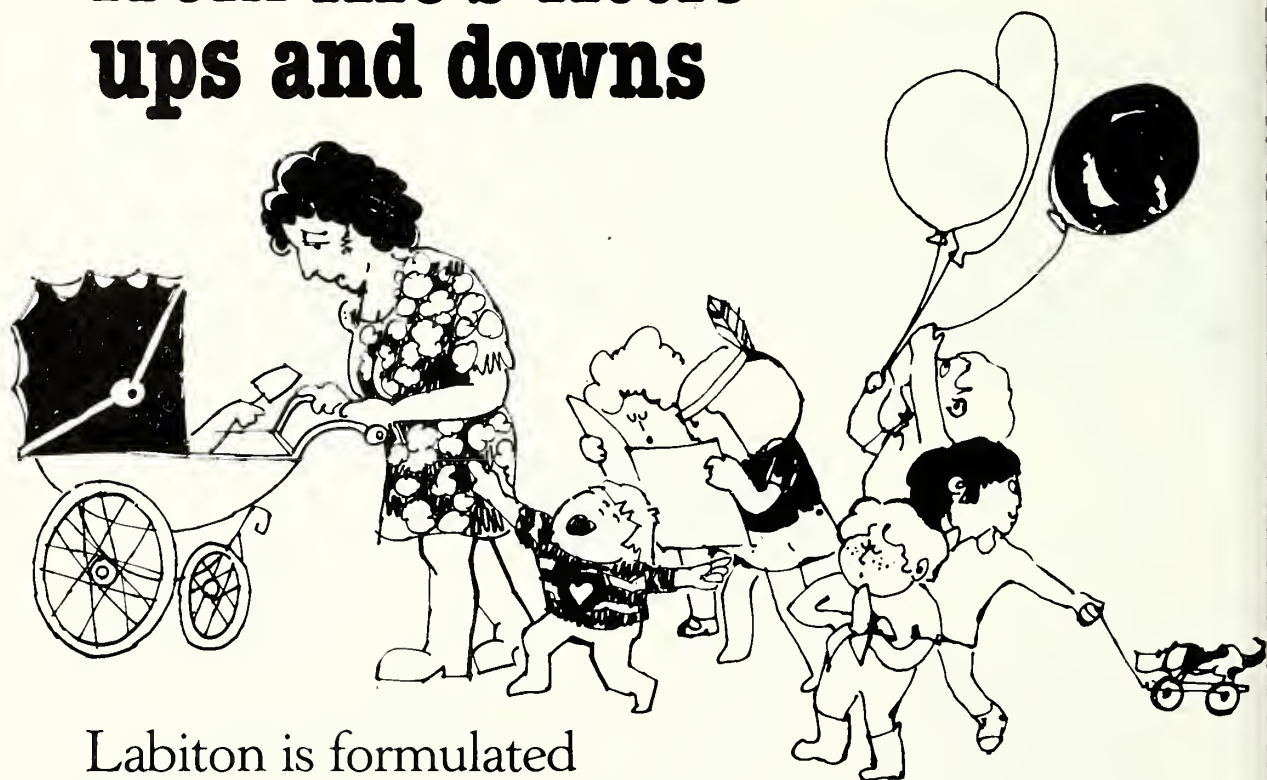
Generic flucloxacillin, glibenclamide and spironolactone: Generic presentations of flucloxacillin capsules 250mg (100, £21 trade) and 500mg (100, £43 trade), glibenclamide tablets 5mg (100, £9.40 trade) and spironolactone tablets 25mg (500, £31 trade) and 100mg (100, £25 trade) are now available from *C.P. Pharmaceuticals Ltd, Red Willow Road, Wrexham Industrial Estate, Wrexham Clwyd LL13 9PX.*

Kabivitrur parenteral additions: Vamin 14 (500ml, £10.50 trade; 1L £18.95), Vamin 14 electrolyte free (500ml, £10.50; 1L £18.95), Vamin 18 electrolyte free (500ml, £13.90) and Addiphos (10 × 20ml, £11.75) are added to Kabivitrur's hospital only parenteral feed range.

From this month Vamin glucose will be known as Vamin 9 glucose and Vamin N will be known as Vamin 9. *Kabivitrur Ltd, Kabivitrur House, Riverside Way, Uxbridge, Middlesex UB8 2YF.*

Narcan data sheet changes: Narcan may now be given by intravenous infusion in cases of opioid overdose where the opioid known or suspected to have been taken has an action which outlasts that of an iv bolus or Narcan. See manufacturers data sheet for dilution and dosage instructions and revised dosage recommendations for adults and children in known or suspected opioid overdose. Dosage for post-operative use is unchanged. *Du Pont (UK) Ltd, Wedgewood Way, Stevenage, Herts SG1 4QN.*

The tonic to give relief from life's little ups and downs



Labiton is formulated
to overcome tiredness and
listlessness. It also contains Vitamin B₁
to make up deficiency resulting
from recent illness or anorexia.

Recommend

LABITON[®]

Kola & Vitamin tonic

**the pleasant way to
ease life's little problems**



Laboratories for Applied Biology Limited
91 Amhurst Park, London, N16 5DR

Labiton is a trademark

Weleda skin and beauty therapy

Weleda (UK) Ltd, are launching a new range of natural skin care products, the skin and beauty therapy range, which is based on the company's experience in making natural medicines for over 60 years.

Every product is intended to be of positive benefit to the skin, rather than being just pleasant and wholesome to use. There are no artificial preservatives, anti-oxidants or fragrances, Aromatic oils act as natural preservatives and each product contains tinctures of calendula and chamomile for their anti-inflammatory and mild antiseptic properties. Every ingredient is natural and is listed on the pack.

The range, which caters for all skin types, includes cleansing milk, cleansing/toning lotion, toning lotion, moisturising lotion (all 100ml £2.75); nourishing cream (30ml £2.75); facial oil (50ml £2.75); cold cream 60ml, face mask 60ml, moisturising cream 30ml (all £1.93).

Advertising is planned for health magazines in May and June, and for *Woman*, *Woman's Own*, *Radio and TV Times* late Spring/early Summer. *Weleda (UK) Ltd, Heanor Road, Ilkeston, Derby.*

Summer activity on Vaseline

From mid-April retailers placing an order for Vaseline intensive care lotion will have the chance of winning a Philips compact solarium or one of five runner-up prizes of a facial solarium. A cartoon postcard will be posted out to trade customers who will be invited to think up a humorous caption and return it to the company via the sales reps. For the consumers an on-pack promotion for a Philips solarium will invite them to place in order — from a choice of six — two reasons why Vaseline should be taken on a sun holiday and completing a tie-breaker. *Chesebrough-Pond's Ltd, PO Box 242, Consort House, Windsor, Berks.*

Almay trial trio

Almay are to launch a series of trial size packs holding a cleanser, toner and four moisturiser regimes for each of the skin types (£1.25). *Almay Cosmetics, 225 Bath Road, Slough SL1 4AU.*

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Unichem have introduced two new bathroom toiletries — family talc and creme foam bath. The family talc is lightly perfumed and packaged in a cream-coloured container with red label. It is on offer to members during April at £0.37 a container (£0.53 retail). Normal trade price will be £5.14 for 12 (£0.69 a pack retail). The herbal creme foam bath is also on introductory offer during April at £2.44 for six 1-litre bottles, (£0.59 each retail). Normal price is £2.87 trade (£0.77 a bottle retail). *Unichem Ltd, Unichem House, Cox Lane, Chessington, Surrey.*

Trimline push

G. R. Lane Health Products Ltd are to market Trimline capsules more vigorously after controlled clinical trials have shown that their main ingredient, xanthan gum, can reduce hunger during slimming diets. Xanthan, a polysaccharide produced from the micro-organism *Xanthomonas Campestris*, swells in water and gives a feeling of fullness.

Professor Ockerman, head, department of clinical chemistry, University Hospital, Lund, Sweden, carried out a double-blind trial in which 19 overweight patients took four capsules containing xanthan 250mg with water half an hour before meals. They were told not to change their diets. After three weeks they experienced an average weight loss of 2kg whereas 18 patients taking a placebo stayed mostly the same weight.

In an Italian trial, greater weight losses were recorded in obese patients by Professor M. Cairella, Rome University. All patients were told to keep to a diet of 1,200 calories daily, but the group taking xanthan lost more weight than the placebo group, suggesting that the xanthan had helped them stick more rigidly to the diet.

The trials will be mentioned in an advertising campaign for Trimline starting this month in some women's magazines, some slimming magazines and general health magazines, and running until the end of July. *G. R. Lane Health Products Ltd, Sisson Road, Gloucester GL1 3QB.*

A more convenient and palatable solution for immediate relief of cystitis

effer-citrate® tablets



Now, mist.pot.cit. in soluble tablet form. Each dose freshly prepared. So very simple and effective. So very convenient to take... very convenient for you to recommend to your customers.

The tablets come — and go — in tubes of 12, to easily fit pocket or handbag, and provide a pleasant-tasting fresh, effervescent drink that brings immediate relief.

Effercitrate tablets from Typharm — a much more palatable solution for treatment of non-infective Cystitis. Available on FP10.

ORDER NOW

But first, see page 687 and take advantage of Typharm's 'Double Bonus Offer' on this product and our Veracur Gel.



KEEP UP TO DATE with

TYPHARM

Typharm Limited
Ethical Pharmaceuticals Division,
14 Parkstone Road, Poole,
Dorset, BH15 2BR
Telephone (04254) 79711

Flex range expanded

Revlon are to launch a line extension to their Flex shampoo and conditioner range called Flex penetrating conditioner.

The launch is aimed to capitalise on the increased segmentation within the growing £45m conditioner market which has led to the deep/penetrating sector accounting for around 9 per cent of the total market, says the company.

The new product has a highly concentrated formula which penetrates the hair shaft to condition from within, resulting in a product that can be used in smaller amounts and less frequently than ordinary conditioners, say Revlon. The product comes in one variant, suitable for all hair types, and one size (125g, rsp £1.59).

Revlon are to support the brand with magazine advertising and a trial-orientated promotional programme, including a £1 cash refund offer featured in every magazine advertisement.

Mark Barclay, Revlon toiletries marketing manager says: "Despite the rapid growth of this sector, there has been a significant lack of advertising investment, with most competitors relying on spin-off support from mother brands." He also commented that this was the first of a number of new Revlon Toiletries launches. *Revlon International Corporation, 86 Brook Street, London W1Y 2BA.*

For putting in the army boot...

Supa Soles, originally designed for the US army, are now available from Pressboard of Nailsworth. Aiming for a wide range of retail outlets the company claims that Supa Soles were the original "air-conditioning" inner sole for footwear. A quarter of a million pairs have just been supplied to the British Army for its new Monopoint boot. Supa Soles will retail at £1.95 a pair. *Pressboard Ltd, Avening Road, Nailsworth, Glous.*

Optique display

Cosmetics Optique have introduced a new display pack of mascaras and eye crayons. The unit, 8x6in contains 15 mascaras and 15 eye crayons plus free tester (trade, £35.50). *Cosmetics Optique Ltd, 6 Burnhall Street, London SW3 3ST.*



This is one of two new Sanatogen colour posters currently on show which continue the pick-me-up theme. Over 2,500 sites nationwide are being used, many "for their close proximity to Sanatogen pharmacy outlets."

The Sanatogen "D'Ya Feel All Right?" TV commercial has won a Silver Award from the Creative Circle in their 1984 honours list for the most effective use of music in the film (TV and cinema) category. *Fisons Pharmaceuticals, 12 Derby Road, Loughborough, Leics.*

OPM Foltene

A product claimed to help natural hair replacement is being marketed by Off Prescription Medicines Ltd. Foltene is exclusive to chemists and contains trichosaccharide, an extract of animal tissue which is said to stimulate hair in the dormant phase. If the follicle is not lost a cosmetic improvement can be effected, the company says (10 x 7ml ampoules rsp £17.94). Distributed by *David Anthony Pharmaceutical Ltd, Edwards Lane, Speke, Liverpool L24 9LN.*

From Bronnley...

Sporting Chance shampoo/shower gel is now available in a 170ml hanging bottle (£3.95) while a honey and forget-me-not hand and body lotion has been added to Bronnley's honey and beeswax range (200ml, £2.85). *H. Bronnley & Co Ltd, 10 Conduit Street, London W1R 0BR.*

Supply change

Dendron are now responsible for the distribution of the Cantassium vitamin range. All enquiries should be directed to *Dendron Ltd, 94 Rickmansworth Road, Watford, Herts WD1 7JJ.*

Shulton — busy on-counter

Grey Flannel — a fragrance created by US designer Geoffrey Beene is now available in an extended range. The six new products are 60g stick deodorant (£5.95), 200ml shower gel (£6.95), 200ml conditioning shampoo (£5.95), 50ml face moisture formula (£5.95), 60ml eau de toilette spray (£10.50) and 120ml aftershave lotion spray (£12.95). Heavy sampling will support the range in-store.

Continuing their burst of activity Shulton are introducing a 200ml body lotion (£12) and 200g dusting powder (£17.50) into the Madame Carven range and for Summer are offering a 30ml eau de toilette vaporisateur for £9.95 available in units of 12. For Monsieur there are three offers. In top accounts from June a free 155g deodorant spray is available with purchases of the 120ml aftershave lotion while across all accounts a 25g trial-size aftershave lotion atomiser will be available for £2.95 followed in late July by a 50g trial-size (£4.95). Both are available in merchandisers of 24 and 12 respectively.

For Ma Griffe a 40g parfum de toilette atomiser (£5.95) will be available from July in counter units of 24 and for £7.95 there will be a Ma Griffe Weekender containing 12g parfum de toilette, 50g body lotion, bath foamer and talc.

Turning to Pierre Cardin, a similar travel pack will hold a 120ml aftershave lotion, 40g soap, 50g shave foam and 25g deodorant stick (£12.95) while a toilet bag will be free with purchases over £12 in the Pierre Cardin fragrance range. Bearing Father's Day in mind there is also a Pierre Cardin belt free with the 120ml aftershave lotion.

Finally a pair of folding tinted sunglasses are available with the 100ml Mandate aftershave lotion or spray. Mixed packs of three each of the aftershave lotion and spray are available. The sunglasses come supplied in a black travel pouch. *Shulton (GB) Ltd, Alexandra Court, Wokingham, Berks.*

Economy pack

Dylon's sachets of cold curtain white are now available in an economy pack of three sachets (£0.99) — sufficient to treat 12 average-size net curtains. The sachets are packed in a new design blue and white box, and replace the 500ml bottle. Single sachets in display boxes of two dozen are also available. *Dylon International Ltd, Worsley Bridge Road, Lower Sydenham, London*

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As the most tried and trusted order entry system available, you might expect Link to have quite a few advantages over its rivals. And you wouldn't be disappointed either.

For a start, Link provides 100% accuracy in two ways. Firstly by using dedicated British Telecom lines, whereas others employ acoustic couplers which can be subject to all sorts of extraneous noises on normal phone lines. Secondly, thanks to the unique alpha-numeric code, you cannot make an error and order the wrong product. Link also has the versatility to accept both PIP and Unichem codes.

This 100% accuracy in order entry means no expensive unwanted stock on your shelves. Speed is another of Link's strong points—a vital factor in today's modern pharmacy.

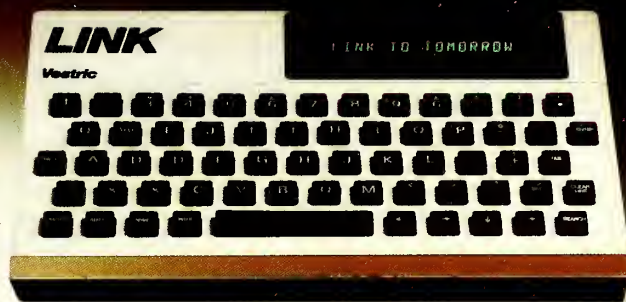
As for communications, Link is the only pharmacy computer with a 2-way system. We phone you, thus cutting your phone bills, but when you do need to make a call to us, it's only a local one instead of a costly trunk call. In fact you'll find us a lot more com-

municative all round with a helpful approach from your local tele-sales girl that makes a welcome change from the dogmatic attitude you might encounter elsewhere.

Link offers a lot more advantages including dispensary and OTC pack and shelf-edge labels giving stock rotation and control. Your local branch provides fast and friendly servicing, along with operator training. Just half an hours instruction will give any of your staff the ability to operate the system with confidence.

So think Link now. After all, with all that in its favour is there really any point in considering any other method of ordering?

Think First Think **Vestric**



Yes, I'm thinking Link
Please send me more information

NAME

ADDRESS

Please send coupon to John Kerry, Marketing Manager, Vestric Limited, West Lane, Runcorn, Cheshire WA7 2PE



Women's Press and radio advertising is currently supporting Nailoid nail hardener. Through to June this half-page colour advertisement will run in *Blue Jeans*, *My Guy*, *Patches*, *Jackie*, *Annabel* and *Honey* while the same advertisement will be featured in black and white in *Secrets*, *Red Letter* and *My Weekly*. At the same time a seven-week burst will run on Radio Luxembourg. Richards & Appleby Ltd, Gerrard Place, East Gillibrands, Skelmersdale, Lancs WW8 9SU.

Numark back on TV-am

Numark's second campaign on TV-am starts on April 9 with 20 spots over ten days.

In addition to all nationally-advertised promotion products, Paddi Cosifits 20lbs and over 10's, Sure anti-perspirant aerosol, and GII cartridges will be individually featured.

After the current burst of advertising has finished the next national advertising, again on TV-am, will take place in October. ICML, 51 Boreham Road, Warminster, Wilts BA12 9HB.

Wright's — on target for adventure

An on-pack competition and cassette offer are contained in a pre-packed display unit for Wright's coal tar soap. Entrants to the competition must answer four simple questions and describe in 30 words their adventure of a lifetime. Finalists will be asked to elaborate further with the winner able to choose an adventure holiday abroad. Runners-up will receive an adventure weekend of their choice in the UK. Each entry for the competition, which closes September 30, must be accompanied by two wrappers from any size of Wright's soap. Continuing the adventure theme is a

selection of film soundtracks including *Raiders of the Lost Ark*, *Chariots of Fire* and *Star Trek* available in a self liquidating offer. A minimum of three wrappers are required but the more collected the cheaper the cassettes will be — down to £1.50 if six wrappers are sent in. LRC Products Ltd, North Circular Road, Chingford, London.

Tudor TR deals

Tudor are offering sliding scale discounts on their new range of Tudorcolour TR high resolution films announced last week (C&D, March 31, p626).

Retail prices are £1.99 for the TR 110-24, TR126-24, TR135-24 and TR disc 15 and £2.35 for the TR135-36. The quantity discounts and trade prices available for the 24s are: £1.23 (0-99); £0.98 (100-249); £0.92 (250-499); £0.86 (500-999) and £0.82 (1,000+) — and for disc and 36: £1.39 (0-99); £1.11 (100-249); £1.04 (250-499); £0.97 (500-999), and £0.93 (1,000+). Tudor Photographic Group Ltd, 30 Oxcgate Lane Industrial Estate, London NW2 7HU.

Holiday times

Sterling Winthrop will be closed from 4.30pm, Thursday April 19 through to 9am, Tuesday April 24 for Easter; from 4pm on Friday, May 4 through to 9am on Tuesday May 8 for May Day and the same from Friday, May 25 through to Tuesday May 29 for Spring Bank Holiday. An Ansophone service will operate on 01-399 5252.

Beating pet and tobacco smells

Reckitt Household Products have launched a reformulated Haze carpet freshener that counteracts both pet and tobacco odours.

Carpet fresheners are the newest sector of the home freshening market, developing rapidly to account for 20 per cent of a £20m market, say Reckitts. Prior to the relaunch Haze carpet freshener held its highest-ever share of the market, 25 per cent of the total sector.

The carpet freshener market owes much of its continued development to tobacco and pet odours which linger in the fibres of the carpet — 60 per cent of carpet freshener users are pet owners, and 55 per cent have a smoker in the house.

The variants remain the same, lavender and bouquet (rsp £0.59): Reckitt Products, Reckitt House, Stoneferry Road, Hull.

Krups power

Two new hairdryers from Krups are each said to be the most powerful available in its class. Both units feature smooth running, powerful motors, with two-stage temperature control. Each is double insulated and has a clip-on styling nozzle.

In burgundy red, the Turbo 1200 Silence TR, (£16.75) is ideal for travelling or stowing in your sports bag say the makers. It has a folding handle, dual voltage operation (120/140V) and 1200W output. It incorporates a useful hanger and weighs just 350gm. Model 416, the Turbo 1600 comes in cream (£12.95) and has 1600W output for rapid drying. Krups (UK) Ltd, West Thurrock, Grays, Essex RM16 1XP.

Hair today . . .

Natural cold wax hair remover from Sally Hansen (£4.95) comes with a water-soluble natural wax, disposable cloth-like paper strips for removing wax and a desensitising skin conditioning lotion. Distributors are H. Bronnley & Co Ltd, 10 Conduit Street, London W1R 0BR.

Dettol vouchers

Dettol Deep Fresh bath salts and showersoap are to carry half-price refund vouchers. The bath sales also carry an offer of a free bath salts container. Reckitt & Coleman Products Ltd, pharmaceutical division, Dansom Lane, Hull HU8 7DS.

Chemist & Druggist 7 April 1984



As you can see,
1983 was a very good year for Unican.

Last year the home brew
market grew by a
healthy 15%.

Over the
same period
Unican sales
grew at nearly
three times that
to top 40%.



HOME WINE AND BEER
SALES UP 40%

Given results like that,
most companies would rest
on their laurels, declare
1983 a vintage year and
leave it at that.

Not us.

We're going all out to do
even better this year.

And we're backing that

promise with our biggest ever
spend on advertising.

On in-store support.

And promotions.

A cool one million pounds
worth.



The first name in home brew wines and beers.

Unican Foods Ltd., Unican House, Central Trading Estate, Bath Road, Bristol BS4 3EH.

New look Virol from Crookes

Crookes have reformulated and are relaunching the Virol range of baby products. The move is to be supported by advertising in the specialist baby Press, consumer sampling and a PR campaign.

Advertising is to concentrate on the



The updated Virol range includes rusks, orange health drink and malt extract.

rusks (32, £0.89) with cross references to the orange health drink (200ml, £0.69) and malt extract (290g, £1.69). The 225g and 400g packs of malt extract have been discontinued. All three products still carry the Optrex name but will be sold by Crooke's own sales force.

The malt extract was first introduced in 1895. The name logo on the new packs echo's the range's heritage, says Crookes, as it is the same as that used on the original earthenware malt extract jars.

In contrast the new packs carry a picture of a modern baby to emphasise the up-to-date nature of the formulation: "We have taken all the existing good points of the range and combined these with the results of consumer research to present a Virol range which is right up to the minute in terms of nutritional thinking", comments product manager Chris Carter.

The extract is now low in sugar with 2 per cent sucrose, it has no salt, and polyunsaturated fats replace saturated fats. A range of vitamins and iron are included and the extract is claimed to have a more appealing flavour, although there is no artificial flavouring, colouring or preservative.

The malt flavoured rusks are claimed to have the lowest sugar content of any rusk — each has 0.84g sucrose (13 per cent by weight). And the amount of glucose syrup in the orange health drink has been reduced by 20 per cent.

"The Virol name has tremendous sales potential", says Mr Carter, "our research

indicates a high level of brand awareness among housewives and mothers with children under two years." Crookes Products Ltd, PO Box 94, 1 Thane Road West, Nottingham NG2 3AA.

Fuji go faster in colour

Fuji are to launch the "world's fastest 35mm colour print film in May, the Fujicolor HR1600.

The ISO 1600 rated film utilises advances already incorporated in the existing HR100, HR200 and HR400 films together with a new type of coupler. During colour development this coupler protects the latent image from being destroyed by the oxidising property of the colour developer, says the company.

"The Fuji line-up is now the widest in the world and gives consumers the most picture-taking opportunities under different types of conditions," says Peter Samwell, Fujimex divisional manager. "HR1600 offers 35mm photographers a new element of versatility, while preserving the exceptional quality representative of the HR technology.

No prices are yet available for the new film. Fuji are also launching in May and June two professional reversal colour films, the Fujichrome 400 professional D and the Fujichrome 1600 professional D. Fujimex, Hanimex House, Dorcan, Swindon.

Endocil cleanser

A gentle skin cleanser (£2.95) has been added to the Endocil range. It has a light and non-greasy consistency, say *Chefaro Proprietaries Ltd*, Science Park, Milton Road, Cambridge SM4 5DZ.

Red Kooga spend

Although 90 per cent of chemists stock ginseng, only two-thirds of them stock Red Kooga say the makers, English Grains. To change this the company plans to spend £250,000 on advertising throughout the year. The aim is to advertise chiefly to women, positioning Red Kooga ginseng as a modern tonic. Advertisements will also promote Red Kooga multi-vitamin and mineral tablets, Grangewood herbal medicines and Surf City natural fitness foods. *English Grains Ltd*, Swains Park, Park Road, Overseal, Burton-on-Trent.

Mister Baby

The Mister Baby range of baby products was launched last week.

The Italian range includes dummies, feeding bottles, rattles, food warmers, a limited number of baby clothes, and sterilisers. Prices vary from £0.40 to around £24. *Yago Holdings Ltd*, Unit 18, Roman Way, Coleshill Industrial Estate, Birmingham.



Fréquence nature mild shampoo is currently tagged as in the illustration above in support of the "Plant a tree" promotion (C&D last week p607). For every 10 tags sent in L'Oréal will plant a tree at one of nine selected sites. We apologise to L'Oréal for the error printed in last week's caption.

ON TV NEXT WEEK

Ln London	WW Wales & West	We Westward
M Midlands	So South	B Border
Lc Lancs	NE North-east	G Grampian
Y Yorkshire	A Anglia	E Eireann
Sc Scotland	U Ulster	CI Channel Is
Bt Breakfast Television		C4 Channel 4

Alberto VO5 mousse:	All areas
Cafe Hag:	Ln,M,Y,Sc,WW,A
Cidal soap:	Bt,C4
Corimist:	M,Lc,Y,Sc,So,U
Cosifits:	All areas
Hermesetas Gold:	All areas,Bt,C4
Matey:	All areas
Oil of Ulay:	All except A,Ci
Oral B-Zendium:	Ln,M,Lc,So,NE,A,Bt,C4
Pretty Polly:	All areas
Radox:	All areas
Reactolite Rapide:	All except U
Silkience:	All areas
Simple soap & skincare:	Bt
Stylite mousse:	C4

Chemist & Druggist 7 April 1984



Now the Unican Frenchman's going national, guess what's going to happen to our home wine sales?

In 1981 we promised to double our home wine sales in three years.

With the help of the Unican Frenchman we did it in two. And became the near brand leader in the process.



We intend to do even better this year.

We've now extended our best-selling Special Reserve range to include Rosé.

We're going to give



our Special Blend Wines a whole new look and add a Dry Red to the range.

And, finally, the Frenchman will be making a welcome return.

But this time nationally, in our biggest-ever TV campaign, starting in August.



The first name in home brew wines and beers.

Unican Foods Ltd., Unican House, Central Trading Estate, Bath Road, Bristol BS4 3EH.

```

2000 print ""
2001 input "Drug's name please";a$
2010 z=val(a$)
2011 if z>0 then a$=d$(z):goto 999
2020 z=len(a$)
2021 if z=0 then 1000
2030 if z>3 then l$="":goto 1000
2040 if z=1 goto 3010
2041 if z=2 goto 2086
2042 if val(right$(a$,1))=0 then goto 2086
2043 d=asc(a$)-64
2044 for x=j(d-1) to j(d)
2045 if left$(d$(x),2)=left$(a$,2) goto 2048
2047 next
2048 z=val(right$(a$,1))
2049 a$=d$(x+z-1):goto 999
2086 let y=1
2089 d=asc(a$)-64
2090 for x=j(d-1) to j(d)
2100 if left$(d$(x),z)<>a$ goto 2145
2119 zz=len(d$(x))
2120 print y,left$(d$(x),zz-1)
2121 print
2125 a$(y)=d$(x)
2130 y=y+1
2135 if y=10 goto 2160
2145 next
2150 if y=1 goto 2290
2151 if y=2 then a$=a$(1):goto 999
2152 goto 2210
2160 print "list not complete"
2161 print "choose drug no. or press space bar"
2170 get y$:if y$="" then 2170
2175 if y$=chr$(32) then print "":goto 2190
2180 goto 2222
2190 y=1
2191 for x=x to j(d)
2192 goto 2100
2210 print "Which no. is required"
2211 print "Type any letter if not in list"
2220 input y$
2222 x=val(y$)
2223 if x=0 then a$="":goto 2290
2224 if x>y-1 then a$="":goto 2290
2225 y=x
2230 a$=a$(y):goto 999
2290 print "Drug not in Winnie's memory"
2291 print
2292 print "please type full name"
2293 goto 2001

```

Retrieving items from a memory bank

One of the important parameters in any computer program is the ease with which an item can be retrieved from a memory data bank. The following program, submitted by David Bowen, of Bollington, Macclesfield, demonstrates how varying the response to an input command can be utilised to select different subroutines.

The printout is a part of a labelling program which runs on a Commodore 64. The drug titles have been read earlier in the program into an array d\$(x) from data statements in alphabetical order, and line 2001 asks the operator to input the drug name or code. If the input is numerical then line 2011 directly selects the title in the array d\$(x). This access method is, however, only of academic interest as it is not practical for operators to remember or have quick access to numerical codes of up to 1000 items.

Line 2020 checks the length of any non-numeric input. If zero then no drug title is required, eg original pack dispensed items, and program control passes on to the direction input subroutine (line 1000). When the input length is greater than three the input is treated as "manual", no further modifications are made and again control passes to the direction section. Additional labelling would not automatically be added in either of the latter two methods.

If a single letter is input then line 2040

takes the program to a subroutine in which every letter has been allocated to a complete label, which may either be a "top twenty" label or alternatively a label that is less frequently used but which is more complex to type.

If two or three letters are input then line 2089-2090 enable the relevant alphabetical section of the data bank to be scanned for titles having these initial letters. Up to nine titles can be displayed on the screen alongside a reference number which the operator uses to make his selection. If there are more than nine possible items for any code then line 2160 warns that the list is not complete and that a further selection is available by pressing the space bar.

Note that the final letter of the string d\$ is a code added to each drug title during the data entry to select any additional direction in subroutine 999. Line 2120 deletes the code letter from the display.

The final variant used which is of practical use is the entry of two letters followed by a number which directly selects a title from the file (lines 2043-2049). For this to operate successfully the items may have to be stored out of strict alphabetical order within the array. Hence codes VA2 and VA5 would select Valium 2mg and Valium 5mg respectively if these were stored as the second and fifth items after the first VA title.

In practice it has been found that the operator rapidly learns to follow the shortest routine to achieve the final label selection. Although the commands described utilise Commodore Basic other languages have similar, often more comprehensive commands, which could be utilised to give similar results.

More Computer programs on p670

Chemist & Druggist 7 April 1984



Guess what our first ever TV campaign for Unican beer is going to do for sales this year?

Unican beer sales did very well last year, matching the growth of wine.

This year we aim to do better still. We're adding Extra Strong Lager to the range.



We'll be backing you with the best possible support in-store.

And, for the first time we're putting our Beer range on TV.

Unican lager takes the lead in a commercial that's already wowing audiences in the Wales and West area in a heavyweight

£850,000 national equivalent campaign scheduled to run through to the end of April.

We're planning to put the same commercial to work for us in other areas later in the year.



The first name in home brew wines and beers.

Unican Foods Ltd., Unican House, Central Trading Estate, Bath Road, Bristol BS4 3EH.

Another from your M



The budget price
press-on towel

SAFE, DISCREET, DISPOSABLE.

(20 TOWELS)



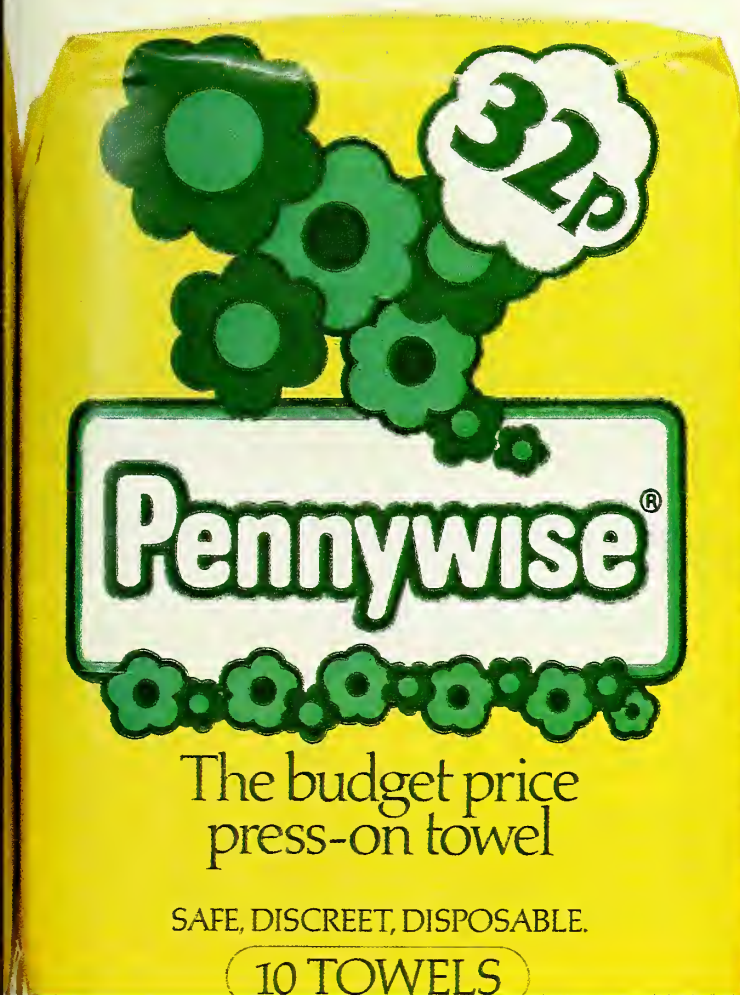
The budget price
press-on towel

SAFE, DISCREET, DISPOSABLE.

20 TOWELS

Pennywise is sold exclusively through Chemi
April while stocks last.

er first
o.1 exclusive.



Special offer packs available during March and

MARKETED AND DISTRIBUTED BY BOWATER * SCOTT

```

BOX A 2 NHS DIRECT CREDIT
BOX A 3 NHS LEVIES
BOX A 4 TOTAL 'SCRIPTS
BOX A 5 RETAIL ZERO RATE
BOX A 6 TOTAL ZERO RATE
BOX A 7 *****
BOX A 8 CRUDE COUNTER
BOX A 9 RETAIL ZERO RATE
BOX A10 COUNTER @ STD.RATE
BOX A11 VAT on COUNTER
BOX A12 COUNTER less TAX
BOX A13 *****
BOX A14 TTAL SALESIess TAX
BOX A15 *****
BOX A16 PURCHASES less TAX
BOX A17 VAT on PURCHASES
BOX A18 *****
BOX A19 TAX DUE ON SALES
BOX A20 TAX PAYED ON PURCHASES
BOX A21 TAX REFUND DUE
BOX B 2 100
BOX B 3 10
BOX B 4 B2B3
BOX B 5 20
BOX B 6 B4B5
BOX B 8 100
BOX B 9 B5
BOX B10 B8-B9
BOX B11 3*B10/23
BOX B12 B10-B11
BOX B14 B6B12
BOX B16 150
BOX B17 15
BOX B19 B11
BOX B20 B17
BOX B21 B20-B19
BOX A 1 VAT ACCOUNT FOR
BOX B 1 FEB.1984
BOX B 7 *****
BOX B13 *****
BOX B15 *****
BOX B18 *****

```

	EF	ES	CF	CS	PF	PS	TF	TS	COUNTER NHS			
MON	10.00	20.00	1.00	1.00	5.00	10.00	MON	16.00	31.00	MON	86.00	14.00
TUES	10.00	20.00	1.00	1.00	5.00	10.00	TUES	16.00	31.00	TUES	86.00	14.00
WED	10.00	20.00	1.00	1.00	5.00	10.00	WED	16.00	31.00	WED	86.00	14.00
THURS	10.00	20.00	1.00	1.00	5.00	10.00	THURS	16.00	31.00	THURS	86.00	14.00
FRI	10.00	20.00	1.00	1.00	5.00	10.00	FRI	16.00	31.00	FRI	86.00	14.00
SAT	10.00	20.00	1.00	1.00	5.00	10.00	SAT	16.00	31.00	SAT	86.00	14.00

TOTAL	60.00	120.00	6.00	6.00	30.00	60.00	TOTAL	96.00	186.00	TOTAL	516.00	84.00

Listings for two spreadsheet programs —
Program 1: a monthly VAT program listing (left) with print out (below); and Program 2: a listing of the weekly accounting program (right) and print out (above).

```

VAT ACCOUNT FOR FEB.1984
NHS DIRECT CREDIT 100.00
NHS LEVIES 10.00
TOTAL 'SCRIPTS 110.00
RETAIL ZERO RATE 20.00
TOTAL ZERO RATE 130.00
*****
CRUDE COUNTER 100.00
RETAIL ZERO RATE 20.00
COUNTER @ STD.RATE 80.00
VAT on COUNTER 10.43
COUNTER less TAX 69.57
*****
TTAL SALESIess TAX 199.57
*****
PURCHASES less TAX 150.00
VAT on PURCHASES 15.00
*****
TAX DUE ON SALES 10.43
TAX PAYED ON PURCH 15.00
TAX REFUND DUE 4.57

```

```

BOX B 1 EF BOX B 6 10
BOX C 1 ES BOX B 7 10
BOX D 1 CF BOX C 3 20
BOX E 1 CS BOX C 4 20
BOX F 1 PF BOX C 5 20
BOX G 1 PS BOX C 6 20
BOX I 1 TF BOX C 7 20
BOX J 1 TS BOX D 3 1
BOX L 1 COUNTER BOX D 4 1
BOX M 1 NHS BOX D 5 1
BOX N 1 TILL BOX D 6 1
BOX K 2 MON BOX D 7 1
BOX K 3 TUES BOX E 3 1
BOX K 4 WED BOX E 4 1
BOX K 5 THURS BOX E 5 1
BOX K 6 FRI BOX E 6 1
BOX K 7 SAT BOX E 7 1
BOX K 9 TOTAL BOX F 3 5
BOX H 2 MON BOX F 4 5
BOX H 3 TUES BOX F 5 5
BOX H 4 WED BOX F 6 5
BOX H 5 THURS BOX F 7 5
BOX H 6 FRI BOX G 3 10
BOX H 7 SAT BOX G 4 10
BOX H 9 TOTAL BOX G 5 10
BOX A 2 MON BOX G 6 10
BOX A 3 TUES BOX G 7 10
BOX A 4 WED BOX I 2 B2D2F2
BOX A 5 THURS BOX I 3 B3D3F3
BOX A 6 FRI BOX I 4 B4D4F4
BOX A 7 SAT BOX I 5 B5D5F5
BOX A 8 ----- BOX I 6 B6D6F6
BOX A 9 ----- BOX I 7 B7D7F7
BOX B 8 ----- BOX J 2 C2E2G2
BOX B 9 ----- BOX J 3 C3E3G3
BOX C 8 ----- BOX J 4 C4E4G4
BOX D 8 ----- BOX J 5 C5E5G5
BOX E 8 ----- BOX J 6 C6E6G6
BOX F 8 ----- BOX J 7 C7E7G7
BOX G 8 ----- BOX M 2 1.4*6?
BOX H 8 ----- BOX M 3 1.4*6?
BOX I 8 ----- BOX M 4 1.4*6?
BOX J 8 ----- BOX M 5 1.4*6?
BOX K 8 ----- BOX M 6 1.4*6?
BOX L 8 ----- BOX M 7 1.4*6?
BOX M 8 ----- BOX L 2 N?~M?
BOX N 8 ----- BOX L 3 N?~M?
BOX B 2 10 BOX L 4 N?~M?
BOX C 2 20 BOX L 5 N?~M?
BOX D 2 1 BOX L 6 N?~M?
BOX E 2 1 BOX L 7 N?~M?
BOX F 2 5 BOX B 9 @2@3@4@5
BOX G 2 10 BOX C 9 @2@3@4@5
BOX N 2 100 BOX D 9 @2@3@4@5
BOX N 3 100 BOX E 9 @2@3@4@5
BOX N 4 100 BOX F 9 @2@3@4@5
BOX N 5 100 BOX G 9 @2@3@4@5
BOX N 6 100 BOX I 9 @2@3@4@5
BOX N 7 100 BOX J 9 @2@3@4@5
BOX B 3 10 BOX L 9 @2@3@4@5
BOX B 4 10 BOX M 9 @2@3@4@5
BOX B 5 10 BOX N 9 @2@3@4@5

```

Spreadsheets for script figures and VAT reports

Spreadsheets are the electronic equivalents of large sheets of squared paper. Mr Robert Gartside, from Llanberis, Gwynedd, explains their use for purposes as diverse as cash flow forecasting to preparing VAT summaries.

An important advantage of the spreadsheet is that the relationship between any two boxes on the sheet can be specified by putting a formula in the second box. They are much used for budgeting and cash flow prediction and the like, but can also be used for simple accounting like preparing VAT monthly summaries and working out weekly accounts for the scripts and shop counter.

Most spreadsheets are expensive programs for expensive microcomputers but an excellent one called Beebcalc is available on a micro-chip for the BBC

computer at a cost well below £50. The two programs here are designed for the Beebcalc but it may be possible to alter them to fit other spreadsheets. Program 1 calculates and prints out the monthly VAT return in under five minutes while program 2 does the weekly shop accounts in very little more time.

When typing in spreadsheet programs you do not type in the box numbers but instead shift the cursor to that box and simply type in the rest of the line. With Beebcalc it is necessary to enter in dummy numbers to begin with and it is essential to enter in the box contents in the order in which the calculation is to be performed. Programs can be saved to tape or disc.

There are "wild-card" and replication facilities which were used in the compilation of these programs but these simply save time and are fully detailed in the manual. Note that words which are simply to appear to identify rows or columns are preceded by " when they are typed in, and printing instructions and the like are preceded by /. Again full instructions are in the manual.

Program 1

Before typing in this program it is necessary to enlarge the column width to 18 characters by typing /W18. Any extra column width will run outside the four inch width of label backing paper on which the results can otherwise be printed if the printer is set to condensed typeface by

Continued on p675

Chemist & Druggist 7 April 1984



Very acceptable fresh faces-the new Visa cards.

With millions of Visa cards issued by hundreds of banks throughout the world we don't want you to run the risk of losing business because you are not familiar with a particular Visa card. Add to this the need these days for some sophisticated new security features and you can see why we are introducing a new unified style for the whole Visa family.

To satisfy yourself that the Visa card offered to you is acceptable, just take the card in your hand and try this rule of thumb.

On the right hand side of each new Visa card is a standard panel which carries:-

- The familiar blue, white and gold Visa logo.
- A hologram carrying the design of a dove in flight - silver on traditional "classic" cards, gold on "premier" cards.
- A panel showing the letter "c" to identify classic cards



or "p" for "premier" cards.

The remaining portion of the card will carry the individual design of the bank which issued it and the usual embossed details.

You must of course also check the signature and date and observe authorisation procedures. The authorised signature of the cardholder will continue to be on the reverse of the card. It will take more than two years to replace the millions of Visa cards in use so you must continue to accept valid traditional and premier cards. Where there is a Cheque

Guarantee arrangement attaching to the use of any current United Kingdom issue Visa card, it will continue with the introduction of the new design. If you would like more information please contact your Barclaycard-Visa area sales office.

The worldwide sign of acceptance.

WHEN IT COME LOUIS MARCEL MAKE

Now, a new opportunity for you to make substantial profit unaffected by competition from supermarkets, because Louis Marcel have created a comprehensive mass market hair removal range that establishes you as the expert. The range has all the innovative ideas you would expect from Louis Marcel and with £1½ million advertising and promotion support you can be assured this will be the biggest Louis Marcel success ever.

Roll On Hair Remover Lotion for Legs (£1.89)

The most convenient way to apply depilatory lotion. Just roll it on precisely, quickly and cleanly. It has a refill as well which at £1.25 is sufficient for 2 pairs of legs. So it's really economical too.

Hair Remover Cream (£1.30)

This cream has been specially formulated to smooth on easily and is launched at a Trial Offer price of 99p – making it really good value for money.

Facial Hair Remover Cream (99p)

Louis Marcel's innovative expertise has been put to work again with this unique hypo-allergenic cream, specially formulated for the delicate skin of the face and working quickly on facial hair.

Shower Off Gel (£1.65)

Specially developed to wash away all depilatory lotions and creams to leave the skin clean and fresh.

After Care Lotion (£1.65)

This product can be used after all methods of hair removal. It soothes after waxing, moisturises after shaving and balances the pH of the skin after creams and lotions.



LOUIS MARCEL-INNOVAT

LOUIS MARCEL LTD. PRIORS W

Chemist & Druggist 7 April 1984

TO HAIR REMOVAL CHEMISTS THE EXPERTS



Strip Wax (£2.55)

This, of course, is Louis Marcel's huge success story. One treatment removes hair for weeks and with double the advertising this year, 1984 is going to see even higher sales.

Facial Strip Wax (£1.15)

Another Louis Marcel success. In its first year alone it outsold many other long established depilatory products.

Hair Lightener (£2.25 and £4.45)

As an alternative to removing hair many women, young and old, prefer to make it less obvious. Louis Marcel's Hair Lightener makes hair so pale, it blends naturally against the skin.

£1½ MILLION SUPPORT

Louis Marcel will be putting £1½ million behind the range and you. Advertisements starting April will appear in women's monthlies, Sunday supplements, TV Times and on commercial radio.

BEAUTIFUL PACKAGING

The Louis Marcel packaging not only enhances the quality image of the products, it is unique in being full colour in the mass market of hair removal.

IMPACTFUL DISPLAY MATERIAL

To further support you, there are beautiful display merchandisers, display pieces and showcards for windows and counters!

A TOTAL SERVICE TO YOU – THE CHEMIST

Louis Marcel is known for its service. We are a British private company and we care about our customers.

AND PROFIT FOR CHEMISTS

HEAD BERKS TEL: 0628 74677

A NEW FORMULA FOR MAKING MONEY

Baby Wet Ones from Sterling Health are now made to a special new formula to make them even more effective against nappy rash—and that's good news for you!

In 1984 we're spending more than £1.5 million on TV and full colour advertisements in womens' magazines. Our biggest ever advertising campaign.

We're telling Mums that New Formula Baby Wet Ones, in their eye-catching packs, get right to the bottom of the nappy rash problem.

New Formula Baby Wet Ones are now available in a 35-wipe pack, a bigger value 75-wipe pack and an economy 150-wipe size.

There's no better formula for making money.

SterlingHealth

**ON NATIONAL TV FROM
MAY 7th. SO STOCK UP NOW.**

Wet Ones is a Trademark



```

20 REM  ROUTINES FOR SORT ON ENTRY - H.W.Parker High Street Knighton Powys
30 DIM L1$(25), L2$(255)
40 GOTO 200
50 GET A$: IFA$="" THEN 50
60 RETURN
200 PRINT"": REM Clear screen"
210 PRINT"  MENU": PRINT"  ----": PRINT
215 REM Cursor down at end of each MENU entry
220 PRINT"1). NEW ENTRY": PRINT"2). LIST 1 (ALPHA)"
230 PRINT"3). LIST 1 (AS ENTERED)": PRINT"4). LOAD DATA (1)"
250 GET X: IF X=0 THEN 250
260 ON X GOTO 300, 400, 600, 700: GOTO 200
300 PRINT"": REM Clear screen: PRINT"ENTER . TO END"
310 N=N+1: INPUT "NAME: "; A$: A=LEN(A$): IFA$="." GOTO 200
320 FOR I=ATO1STEP-1: IF MID$(A$, I, 1)=" " THEN L=ASC(MID$(A$, I+1, 1))-65: GOTO 340
330 NEXT I: L=ASC(A$)-65
340 L1$(L)=L1$(L)+SPACE$(3-LEN(STR$(N)))+STR$(N): L2$(N)=A$: GOTO 310
400 PRINT"": REM Clear Screen: PRINT"AFTER LISTING . returns to menu"
401 PRINT"? will edit": PRINT"/ will print to printer
402 PRINT"+ will copy to tape": PRINT"<CR> continues list"
403 PRINT"any letter lists from that letter"
404 GOSUB 50: IF ASC(A$)<65 GOTO 460
405 A=ASC(A$)-65
410 Q=1
415 FOR I=1 TO LEN(L1$(A))+3STEP3
420 B=VAL(MID$(L1$(A), I, 3)): IF B=0 THEN A=A+1: IFA<26 GOTO 415
430 IFA>25 THEN PRINT"END": A=0: GOTO 450
440 IF (P1=1)+(Q<11)*(P1=0) GOTO 490
450 P1=0: Q=1: PRINT"?Edit:/Print:+Save: IN L or CR=Cont: . MENU: ": GOSUB 50
460 IFA$="." GOTO 200
465 IF (ASC(A$)>64)*(ASC(A$)<92) GOTO 410
470 IFA$="?" GOTO 520
475 IFA$="/" THEN A=0: P1=1: GOTO 410
480 IFA$="+" GOTO 550
490 IF P1=0 THEN PRINT B; " "; TAB(6): L2$(B): Q=Q+1
500 IF P1=1 THEN PRINT/PL2$(B)
510 NEXT I: GOTO 400
520 INPUT"LINE REF: ": X: PRINT"": REM Clear Screen
530 PRINT"": L2$(X): "": REM Cursor Home: INPUT": ": L2$(X): GOTO 450
550 WOPEN"L1": PRINT/TN: FOR J=0 TO 25: PRINT/TL1$(J): NEXT J
560 FOR J=1 TO N: PRINT/TL2$(J): NEXT J: CLOSE: GOTO 450
600 I=1
610 FOR I=1 TO I+10: IF I<256 THEN PRINT I; " "; L2$(I): NEXT I
620 PRINT"C = CONT: E = END ": GOSUB 50: IFA$="C" GOTO 610
630 GOTO 200
700 ROPEN"L1": INPUT/TN: FOR J=0 TO 25: INPUT/TL1$(J): NEXT J
710 FOR J=1 TO N: INPUT/TL2$(J): NEXT J: CLOSE: GOTO 200
750 END

```

Continued from p670

putting in the instruction ^15 for an Epson printer (^ is the key just below and a little to the left of BREAK). The default for the Beebcalc is two places of decimals rounded up or down as appropriate so there is no need to alter this.

Printing instructions for this program are /OB21 «RETURN» /P «RETURN» with the cursor at box A1. If condensed typeface is needed ^15 should be entered between these two instructions.

Program 2

This program calculates totals for exempt forms and scripts, contraceptive forms and scripts, paid forms and scripts, and total forms and scripts. It then multiplies all figures for paid scripts by 1.4 and subtracts this figure from the figure for the day's and week's takings. Unfortunately there is no provision for private scripts or for elastic hosiery charges but for most people these are so rare that adjustments by hand on the final print out should suffice.

It is essential for this final printout to be in condensed typeface so the printing instructions are /ON9 «RETURN»/^15 «RETURN»/P «RETURN» with the cursor at the A1 box.

When entering script numbers I find the automatic two decimal places filled with noughts to be a nuisance, they can be suppressed by typing /I and brought back

with /2 but unfortunately you just have to put up with redundant noughts in the final printout.

Note that all the figures throughout these two programs are dummies which will be progressively replaced as the figures for the week or month are typed in.

Sorting the alphabet

Getting things in the right order can be a headache that this program from Mr H. W. Parker, Knighton, Powys, might help to solve.

This short program (above) allows almost instant sorting into alphabetical order of lists, compared with many programs which may take from minutes to even hours, says Mr Parker.

The sort technique is the interesting part and could be adapted for many uses. It is used, for example, in sorting patient records to good effect, putting both christian name initials and surname in the correct order.

The program was written for a MZ80A but needs little adaption for most "Basics."

VIDEO... JUST WHAT

Increase your profits now!

No longer is a chemist just an apothecary. Today you offer a much wider range of services to your customers by stocking cosmetics, hairdryers and even photographic equipment . . . so why not video?

With one in four households renting or owning a video machine think of the customer potential. Moreover you will not only be benefiting from the increase in profits available from video rental but you will increase your customer sales.

Maybe you have considered running a video rental club but have been deterred by the enormous capital outlay.

Well, that's where we come in.

VIDEOFORM
A HERON CORPORATION COMPANY **RENTAL**

part of our Extensive Warehouse.



THE DOCTOR ORDERED

We are the No.1 video leasing company in the UK. And to join our rental scheme is remarkably easy.

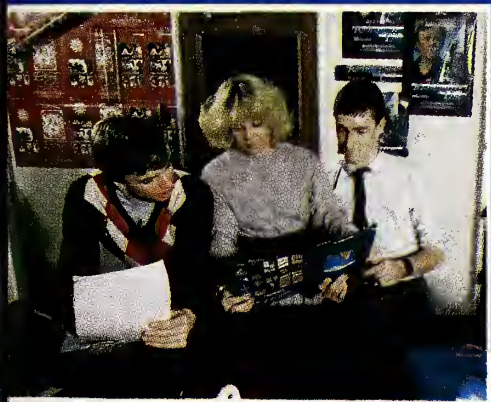
The initial contract is thirty weeks and for this period you get:-

- a minimum of 50 films of your choice for only £1.00 per week each plus VAT
- the option to exchange 25% of your rental stock holding every four weeks
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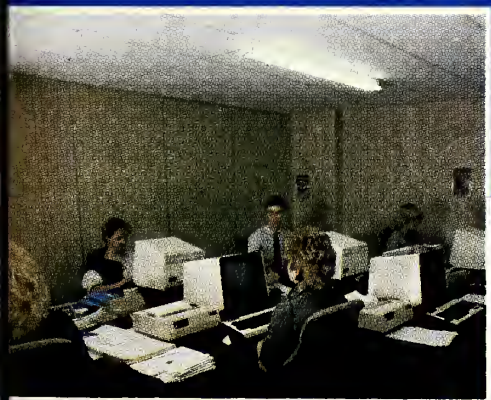
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Concern over health centre costs

Concern has been expressed by Northern Ireland pharmaceutical organisations over the way service charges for pharmacies in health centres are calculated.

At the March meeting of the Council of the Pharmaceutical Society of Northern Ireland a report was received from the joint committee, comprising the Council, the Pharmaceutical Contractors Committee and the Ulster Chemists Association, on the meeting held at Dundonald House to discuss the document "Health centres — charges

and licence for pharmacists".

The committee was disturbed to see that the basis of the service charges had been changed from "actual costs" to "estimated costs" in the final version. Health Department officials explained that the costs were calculated as an average of the costs incurred in all the health centres in the Province. It was also pointed out that pharmacists could employ their own staff to clean the accommodation and also to carry out internal decoration.

A letter was received from three

members of the Society pointing out their concern over the problem of parallel importing, particularly now the Government has turned down the suggestion that where a parallel imported drug is supplied, the prescription form should be endorsed accordingly.

The president told the Council that the recently-published statement by the UCA on the proposed amendment to the Medicines Act had been welcomed by the Society although it was regretted that it was necessary to remind members of their professional responsibility.

The president also reminded members who supplied imported medicines of their responsibility to satisfy themselves as to the safety and quality of those medicines and to ensure that the instructions and labelling of those medicines was in English, although the

The moisturiser that's worth its weight in gold.

Today's woman wants a simple, effective moisturiser to keep her skin looking soft and supple.

The Endocil range with its new packaging, that's both stylish and straightforward, is perfect for her.

You'll find Endocil is perfect for you too.

Since we introduced the new packaging sales have risen dramatically. And with a year-long advertising campaign running in Cosmopolitan, Living, Options and Woman's Journal awareness of Endocil will be very high.

So, make the most of this golden opportunity by displaying plenty of Endocil.

Endocil. Effective skincare.

best advice which could be given was not to purchase parallel imports.

The president thanked Council members who had attended an "At home" on March 13. Invitations had been sent to all pharmacists who had registered with the Society since 1970 and about 50 pharmacists had accepted.

At the meeting the president had explained the constitution of the Council and the work that it did, and suggested to the pharmacists present that they might like to consider ways of becoming involved in the Society's affairs.

After a full discussion the pharmacists present appointed a steering committee which would meet with several members of the Council to discuss their ideas.

The course for pre-registration tutors will be held on April 18. Invitations are being

sent to members shortly.

The annual dinner and election of officers of the Lurgan, Portadown and Armagh branch of the Society will take place on April 9 in the Bannville House Hotel, Gilfort Road, Banbridge, co Down at 7.30-8.00 pm.

The application of Claire Ann Wishart, 56 Castle Lane, Comber, co Down and Brenda Geraldien McQuaid, 26 Tullynin Road, Trillick, co Tyrone for registration as students, was approved.

A letter from the Northern Ireland branch of the British Dental Association thanked the Council for the kindness shown to BDA members during the time they had used the Society's premises for meetings.

Eighteen students have said they will attend the management course held in the Society's hall on March 30-April 1.

ND
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for right & left
wrist. (2)

If a patient needs these then it looks as if a ... mistake has been made.

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recommend to all young, old,
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chocolate fills a special need,
on my counter and in my
customers' diet."**

A Withers – A Withers, Huddersfield



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... for

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**"It brings back the
sweetness to slimmers."**

*Ms S Duncan – Lewis J Duncan,
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**"Now I can say spoil
yourself, not your figure, and
stay fit not fat."**

Mrs J A Jenkins M P S – S Glamorgan

**"In one product I can
satisfy the chocolate
requirements of all my
customers."**

*S Cartwright – WS Abernethy,
Manchester*



Recipe

chocolate eaters

Reinvesting for future growth

Ploughing profit back into the business is often one of the most neglected ways of increasing sales and reducing loans. But in the early days of running a pharmacy re-investment is often essential in achieving the realisation of the business's potential.

Everyone's a Winner!

But one lucky person will win a fortnight's holiday for two on the enchanting island of St. Lucia this winter, AND have £500 to spend.

All you have to do is to order the attractive new ENTEROSAN dispenser from your Ashe representative, and keep it on display throughout the summer. This will entitle you to enter the ENTEROSAN Competition that could not only win you this fabulous holiday, worth more than £2,000 in total, but could also enable your staff to share an extra £250.

Best of all, though, this dispenser will help you sell more ENTEROSAN, and as it's three times more profitable than liquid kaolin and morphine, you're on a winner anyway!

Order from your Ashe Representative

Sole distributor
David Anthony
Pharmaceuticals Limited



Enterosan

STOPS DIARRHOEA-FAST!

Reduction of loans is probably uppermost in pharmacists' minds once they have acquired their shop. But before looking at this, we consider further sources of financial assistance (continued from *C&D* February 18) and some general principles to watch for when seeking a loan.

Agents. Specialist business transfer agents can sometimes assist prospective purchasers by introducing them to pharmacists or others interested in investing in a pharmacy. If a limited liability company is formed control can be regulated if desired, so that a director with only a small initial shareholding can nonetheless be in effective charge. In general the majority shareholder is "boss". However, if the business falls into financial difficulties the position could change, and it is essential that the situation is understood by all involved.

The ICFC. The Industrial and Commercial Finance Corporation has offices in various large towns and details of their services should be obtained.

Government schemes. The banks are familiar with these schemes. They are designed to encourage business investment by those with capital available.

It may also prove worthwhile to read the publication "Money for Business", a guide prepared by the Bank of England and the City Communications Centre.

While some of these capital sources would not be of interest to the average purchaser, a broad knowledge of finance is valuable for purposes of comparison. Basic principles are:

1) The greater the risk to the lender, the higher the interest is likely to be. But a would-be buyer who finds difficulty in raising money on normal terms would be advised to look again — in more depth — at the business under consideration.

2) Other things being equal there are advantages in borrowing from a source with intimate knowledge of pharmacy.

3) The method of presenting a case to a potential source of capital can also affect the outcome. A lender must be satisfied about the calibre of the person as well as that of the project, and an ill-prepared proposal can only do harm. A short discussion with bank manager or accountant *before* finance is sought can pay high dividends later.

Building up capital

Capital can only be accumulated by curtailing present consumption — by deferring or giving up some current spending in the hope of future reward. Constraint for even a few years can mean a big reduction in borrowing requirements if compound interest is taken advantage of.

Once a pharmacy has been acquired it is normally good practice to reduce any

Continued on p685

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**COMING
SOON
ON TV!**

"Once upon a time I had a real problem....I couldn't live a normal life..."

Sunshine nearly killed me.

Then a close friend...thank you my dear...told me about Reactolite Rapide.

In seconds, I was free. Now I have a complete new outlook on life and they've done wonders for my image.

They changed as the light changed—no matter where I was.

Reactolite Rapide
They're not just sunglasses!



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This year, determined to increase its already dominant market share, Chance Pilkington have launched Reactolite Rapide's biggest ever promotional campaign, which includes:

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So if Reactolite Rapide's attractive point-of-sale material is prominently displayed, you should only have one

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Everyone will know where to find relief from cystitis.

...entering health have developed Cymalon. It works by changing the acidity of the urine (its known as alkalinising) and so relieves the discomfort.

By taking Cymalon, and following the other helpful advice you'll find in the pack, you'll soon start to feel better again. That's because with less acidity, the inflammation has a chance to subside.

Of course, the sooner you start taking Cymalon the sooner it can start working. So it's worth having a pack handy just in case.

AVAILABLE ONLY AT CHEMISTS

Cymalon means that you can start treating cystitis symptoms as soon as they first appear. It's available from chemists without a prescription.

Each pack of Cymalon contains six sachets of powder.

You drink one of these mixed with water three times a day. The treatment lasts for two days and is easy and pleasant to take.

Even if your cystitis is caused by an infection and you need to see your doctor, you'll find that taking Cymalon will help to ease the pain until you can get to the surgery.

Cymalon means that at last you can treat your cystitis symptoms yourself. Right from the start.

And that has to be a relief in itself. **SterlingHealth**
Cymalon is a registered trademark.

**DON'T LET CYSTITIS
MAKE YOUR LIFE A MISERY**

Millions of women suffer from cystitis.

Now you needn't.

Cymalon

effective relief from the symptoms of cystitis

a complete
48 hour treatment

SterlingHealth

Cymalon

Cymalon is the first, complete 48 hour treatment specially developed for the symptoms of cystitis.

The six sachet course of Cymalon alkalises the urine, providing effective relief from painful cystitis symptoms. And that's just what we're telling millions of cystitis sufferers with a £600,000 launch campaign appearing in all the leading women's magazines.

We'll be telling them, too, that Cymalon is only available from pharmacies.

And since interest and trial of Cymalon will be high, you'll be getting a lot of new business in an entirely new therapeutic area.

So cystitis sufferers won't be the only ones to be grateful **SterlingHealth**
Cymalon is a registered trademark. for Cymalon.

continued from p682

an at the earliest possible date. In many cases a policy of repeated reinvestment of profit into stock can produce dramatic results.

Let us assume that after the first year in business, by restraint in personal spending, the new owner is able to invest an additional £1,000 in a new range of merchandise. If we further assume that a net profit of 10 per cent results each time the goods are turned over, and that this profit is reinvested repeatedly, the £1,000 will double itself in five years (if the rate of stockturn is between seven and eight). While the opportunity exists to expand sales the process can be repeated — making expansion possible without need for further borrowing.

A concrete example of the benefits of ploughing back profit is provided by the case of a pharmacist who bought a small business after the 1939-45 war. At that time the pharmacy with a turnover of £10,000 per year was exceptional, and deemed large enough to attract the interest of the multiples.

The business in question had a total turnover of less than £5,000, but the prospective buyer could find only about a third of the asking price. He borrowed the balance from the vendor, but after two or three years of living frugally the purchaser had not only repaid the loan but had bought a car and was beginning to buy a house.

A pharmacy which had been thinly stocked when he took over was progressively enlarged to cater for the potential market he had earlier detected.

Two factors in his success were market research and personal economies in the initial stages of ownership.

Reinvestment benefits

The figures cited demonstrate the financial benefits of reinvestment of profit. They also illustrate the wisdom of borrowing under appropriate circumstances. Clearly to pay the bank, say 14 per cent a year, for money which can enable one to make 10 per cent or seven or eight times a year is good business.

The difference between goodwill and potential is not simply a contrast between past results and future hopes — it is between

the *likelihood* that past results will continue and the *chance* of future growth. Payment for goodwill is payment for the prospect that past results will be maintained. Payment for potential is payment for the possibility of higher future profits.

In this series of articles the suggested method of assessing goodwill has been based on considering pure profit, its sources, social factors and how to weigh-up the chances that past results would be maintained. Such factors will, in addition, affect the hope of increases in profit, that is the potential.

Evaluating potential

New factors will however be involved when an attempt is made to evaluate potential. For example, a proposed increase in the population of an area, new building plans or new transport facilities, will have more influence on potential than on goodwill as we have previously defined it.

The first step is to turn again to the factors giving rise to goodwill, including position, amenities, competition, security of tenure, people and connections, and personality. These should be re-examined to see whether they indicate scope for increase as distinct from mere maintenance of past profits.

The topic is complicated in the case of a newly opening pharmacy, as such a business must start without goodwill — there being no past results to assess.

All that a new business can possess is potential, although an already well-known and respected business or individual starting a new shop would have the advantage of the reputation and name of a previously established pharmacy or pharmacies.

The growth of a successful business is a process of continuously transforming potential into goodwill.

Assessment of the cash value of potential presents even more problems of judgment than does goodwill assessment. Comments made should be regarded as suggestions and ideas rather than firm conclusions, since potential is even less tangible than goodwill. Before turning to the particular problems of assessing potential in a new pharmacy let us attempt to form some basis, albeit an approximate one, for valuing potential in an existing business.

When such a pharmacy is showing a pure profit there is justification for a cash payment to be sought for goodwill: the figure will depend on the amount of pure profit and other related factors.

It is extremely difficult to separate goodwill and potential elements in valuing this type of pharmacy and often a buyer will not try to do so: he or she might well decide to pay something extra for the goodwill without allocating any specific sum to potential.

Pharmacies not producing any pure profit are nevertheless sometimes sold for a price above the ascertained value of stock and fixtures. Any excess over the stock and fixtures value can presumably only be attributed to potential. It is assumed that a purchaser is not acting in total ignorance of the market.

Planned developments

The potential of an established pharmacy may be already present when a purchaser takes over, or it may not become available until later. Examples of the first type are scope or potential due to deficiencies in the vendor — ill-health, lack of capital or of personality to exploit opportunities, lack of ambition, and the variety of reasons which govern why one pharmacist fails and another succeeds in the same business. We could regard such potential as dormant, as presenting an opportunity to benefit from what already exists.

Examples of the second type are where there are plans for a new block of flats or new roads to be built near the pharmacy — or plans for any development expected to aid business.

A would-be purchaser must decide which of the two broad classes of potential is more valuable. Perhaps either type can be turned to profit by an astute entrepreneur and sometimes both are available in the same concern.

For someone with strictly limited capital and not wishing to take on heavy debts, a neglected business can offer the chance of high profit and of an appreciating asset. To be able to detect opportunities of this kind a buyer must be prepared to spend time, energy and skill in market research to reduce the higher risk inherent in the venture. Further exploration of potential will follow in the next article.

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Striking off for drug sales without scripts

A Manchester pharmacist who supplied drugs to an addict for five years has been struck off the Pharmaceutical Register.

Last week the Pharmaceutical Society's Statutory Committee heard that 65 year old Mr George M. Chapman, of Manchester Road, Chorlton-cum-Hardy, was convicted last April of three offences of selling barbiturates without prescription, between 1978 and February 1983. He also admitted a further offence of selling Nembutal capsules in an unlabelled container and was fined a total of £775 plus £25 costs.

Mr Josselyn Hill, for the Society, said that in addition "and inextricably mixed up in the case" were allegations by the addict that Mr Chapman sold him syringes and DF 118 tablets.

At Manchester Magistrates Court the chemist pleaded guilty to the offences relating to Nembutal capsules but had denied two charges involving the tablets and these were not proceeded with by the police.

Mr Hill said the addict had a friend who contacted a police drug squad officer. The officer then interviewed the addict and took a formal statement from him before seeing Mr Chapman.

Mr Henry Littler, a Society inspector, said Mr Chapman told him that he knew the addict did not have a doctor and had supplied the Nembutal because the addict pressurized him.

Mr Chapman did not attend the hearing, but in a letter to the Committee he said the addict came into his shop on a Saturday afternoon and told him that he was on

holiday from a job in Germany. "He informed me he was a drug addict. He said he had run out of drugs and had tried to register with a local doctor without success. He said he didn't want to go back to hard drugs and if I couldn't help him with some Nembutal until Monday he would have to buy heroin in the City centre.

"Like a fool I agreed to give him six capsules for which he paid 30p. He did not return on the Monday with a prescription as promised, but about two weeks later appeared again, late Saturday afternoon, and stayed until closing time pleading with me to give him enough to last him until Monday. Finally, in desperation to get rid of him, I gave him four capsules. Each time I told him in no uncertain terms that he must register with a doctor and get a prescription, but he never did and turned up once more saying that he could not go on any longer in England and would have to return to Germany where he could get proper treatment."

Mr Chapman went on: "I am sorry that my career as a chemist has had to finish on such an unfortunate incident. I am inclined to listen to everybody's troubles and can see only too well their side of the problem and so I am too sympathetic". He announced that he was planning to retire at the end of this month.

The chairman, Sir Carl Aarvold said it was a pathetic story. In view of his letter, there could be no possible explanation from Mr Chapman which would justify the Committee taking any other course except to direct that his name be removed from the Register. Mr Chapman has three months in which to appeal against the Committee's order.

Detective constable John Galt of Greater Manchester Police drugs squad told the Committee that the addict alleged that a Mr Chapman supplied him with syringes, DF 118 tablets and Nembutal capsules from 1978 to the beginning of 1983.

tablets had been returned to the pharmacy for disposal.

Society inspector Mr William Fowler said the tablets had been resold to a woman customer who found that the carton, containing five plastic tubes of tablets, was grubby and bore the labels of another chemist.

Mr Patel said the carton was received by his wife and placed on a shelf whereas the normal practice was to put old medicines on one side before destroying them. When he dispensed the tablets, he checked that the carton was full but did not notice the other chemist's label.

Had the carton been looked at with any sort of care, Mr Patel would have seen at once that it had been dispensed by another chemist, Sir Carl said.

CD offences reprimanded

A former director of a pharmacy at Painswick, Gloucestershire, was reprimanded by the Committee for book-keeping offences involving Controlled Drugs.

Mr Robin Last, now manager of a Co-operative Society pharmacy at High Street, Maldon, admitted being convicted at Stroud Magistrates' Court in January 1983 of 20 offences under the Misuse of Drugs Act. He had also asked for 12 further offences to be considered and was fined £1,000.

Mr Josselyn Hill, for the Committee, said that at the time of the offences Mr Last was a director and superintendent pharmacist of Beetham & Clark (Painswick) Ltd, of New Street.

After the business was purchased in June 1982 Mr Last resigned as director but stayed on as superintendent until the end of December that year.

In October 1982 a drugs squad officer spoke to Mr Last about apparent failures to record entries in his Controlled Drugs Register.

Subsequent visits and an interview in the presence of the Society's local inspector, revealed many failures by Mr Last to record receipts of drugs between February and July, 1982.

Mr Last told the Committee that at the time of the offences he was under considerable stress because of divorce proceedings and an impending rent review of his lease on the Painswick premises.

He said he tended to delay making entries in his Controlled Drugs Register until he had completed a prescription for drugs like diamorphine. He considered his priority was to look after the patients first and dispense prescriptions as quickly as possible.

Mr Hill said Mr Last appeared before the Committee in 1977 following conviction on 14 similar offences and one of unlawful possession of Mandrax.

At that time he blamed the frightening demands of his landlord, cash flow problems and said he had a drink problem.

The Committee decided to adjourn the case for a year, after which it was decided to take no further action, said Mr Hill. Chairman, Sir Carl Aarvold said the Committee noted that this was the second time since 1977 that Mr Last had committed misconduct.

"If there should ever be a third occasion, either of a similar nature or any other offence, then perhaps it would be highly disastrous for Mr Last," he said.

'Foreign bodies' dispensed

A Dover pharmacist was reprimanded by the Committee for selling a carton of tablets containing two metal drills and a curved upholstery needle.

Sir Carl Aarvold, chairman of the Committee, told Mr Harishbai Patel, trading as T. Malcolm Cairns in London Road, that the incident represented gross negligence on his part.

Mr Josselyn Hill, for the Committee said that in addition to the "foreign bodies", the carton contained the wrong number of tablets and Mr Patel was also allegedly guilty of selling old stock. Mr Hill said the

'P' medicines sold without pharmacist

A Birmingham pharmacist was reprimanded by the Committee for permitting sales of medicines in the absence of a pharmacist at his Handsworth shop.

Mr Malkit Singh of Rookery Road, admitted being convicted at Birmingham Magistrates' Court in August 1982 of unlawfully selling Benylin Fortified, kaolin and morphine and Derbac soap. He was given a conditional discharge and ordered to pay £100 costs.

Mr Josselyn Hill, said the medicines were bought by an inspector at lunchtime on November 17, 1981, in the absence of a pharmacist.

The inspector, Miss Sheila Coleman, said she bought the goods, which were displayed on self-service shelves, from an unqualified shop assistant.

Mr Singh told the Committee that he owned four pharmacies in his own right and was in partnership in a fifth. The Rookery Road premises were under his personal supervision, and when he was on duty he stayed in the shop during the lunch-hour.

On the day of the incident the shop was being supervised by a pharmacist who went out for lunch. The staff were told that Pharmacy-Only medicines should not be sold in the chemist's absence. The assistant who made the sales knew this and he could only assume that she thought he was on duty that day.

Mr Singh agreed that in September 1980, he received a warning from the Committee having been convicted of a similar offence. The chairman, Sir Carl Aarvold, said: "Clearly we must be driven to the conclusion that steps Mr Singh had taken to carry out his responsibilities, in view of the warning given to him, were insufficient. We are satisfied that misconduct has been proved.

"It is not necessary to remove his name but we wish to add a warning that if there should be some further misconduct by Mr Singh he would be a very fortunate man indeed if the Committee did not order his removal from the Register."

'Misconduct' but no striking off

The Committee decided last week not to strike off a London chemist found guilty of misconduct.

It heard that Mr John Bates, of Wandsworth Common, who recently completed 50 years in the profession had retired because of ill health.

Mr Bates was due to attend a resumed hearing into complaints about the way he ran his pharmacy in Wandsworth.

At the resumed hearing, Mr Josselyn Hill, for the Society, reported that the Wandsworth pharmacy was the subject of a further complaint last May when Mr Bates dispensed eardrops which were found to be 15 months out of date. Mrs Winifred Bates told the Committee her husband was recovering from an intensive treatment, the shop having been sold in February and the company in the process of being wound up. She said that if her husband was struck off it would "kill him off".

Chairman Sir Carl Aarvold said the Committee had to decide whether it could take any course other than to order Mr Bates's name to be removed from the register. In the circumstances, however, the Committee felt it could adjourn the case for a further year.

Chemist & Druggist 7 April 1984

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warts. Normal trade price £8.40 for 10 tubes. R.P.M. £1.28 each.

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PI non-users register at RPA

Nearly 100 pharmacists have replied so far to the Rural Pharmacists Association's initiative about the formation of a "Register of non-users of parallel imports" — a fair initial response.

All have sent an affirmation regarding the non-use of PI drugs together with the declaration that their invoices are open to inspection. It must be obvious that to be effective the response has to be really heavy — the need is for thousands rather than hundreds.

I have heard there are three or four groups who are carrying out a similar exercise to the one which the RPA is performing. Perhaps they might wish to add their declaration to the RPA's in order that a unified response can be forwarded to the proper quarter when the time is felt to be right.

It does seem very curious that no guidance or leadership has been forthcoming from any quarter as to how we can deal with a situation which can land pharmacists in a precarious situation. The DHSS has told us nothing about what is going to happen, and though I am sure the Pharmaceutical Services Negotiating Committee will be making every effort to ensure that a fair deal will be arrived at, the high-handed attitude of the DHSS over the clawback can give scant assurance as to how we will be treated.

As always we appear to lack unity of purpose, let us at least get a solid back-up of opinion — one which negotiators can use to show the strength of opinion regarding the majority of community pharmacists over PI and the "grab" for "unearned profits".

After all it is up to us to show the *Daily Mail* that we are a caring profession — that we regard the safety and care of patients as paramount.

I believe many pharmacists "dipped" their toes in the water to see what PI drugs had to offer, and finding the answer very uninviting, withdrew to the safety of the shore. These pharmacists need to be protected.

I am suggesting that should they wish to be considered for a separate register pharmacists need to provide an affirmation, as set out in my previous letter (together with the purchase of PI drugs made, including invoice nos and actual costs), that no purchases have been made since October 1, 1983. These would be presented as cases for special consideration and have no connection with the main register of non-users.

I am conscious that this is complicated,

and from my point of view labour intensive. The RPA's main intention is to try and get a fair deal for all who will be adversely affected should an indiscriminate clawback be made.

I have now set up the register on computer and will be sending acknowledgement and receipts to all those who have expressed a wish to be included, very shortly. It will be appreciated that all letters cannot be replied to, but I am very happy to receive comments and will answer those who raise helpful comments.

There will be some among you who may feel that pharmacists will never unite in any action and that all such efforts are doomed to failure. This could be an occasion when the problem itself has cemented opinion and created, because the problem is so clear cut, a once-in-a-lifetime chance to show the nation and particularly the DHSS, that pharmacy is a true profession.

I have been informed that many pharmacists may in all innocence be dispensing PI drugs because the wholesaler they deal with hasn't informed them that PI drugs are being supplied when certain products are ordered.

To overcome this might I suggest that pharmacists acquire a letter of affirmation from their wholesalers that PI drugs are not supplied by them. Or if the wholesaler does stock parallel imports, then all these drugs must be invoiced separately.

I would say to Xrayser, cheap jibes can help enormously but really are quite unnecessary. There are some who spend their time wittering about the lethargy of pharmacists and there are others who act.

John Davies,

Secretary, Rural Pharmacists Association, Wiveliscombe, Somerset.

Non-importers

With reference to the sting in Xrayser's tail (*C&D* last week) my sources tell me that pharmacists in Disneyland do not have parallel import problems. Therefore, why not let the Rural Pharmacists Association do the job?

Squirrel Nutkin

Notices for PI drugs

I find the letter from A. D. Allen in your March 24 (p568) edition fascinating.

Presumably (from the tone of the letter) he uses parallel imports. But if he feels so strongly about the matter of notices I would suggest he simply displays a similar factual notice about his own dispensing — "Parallel imported medicines dispensed here" —

perhaps!

I am sure that none of his colleagues would feel an invidious distinction was being drawn.

R. H. Martin

Woolston, Southampton

Vestric supply Tenterden GPs

We really cannot let Vestric get away with that! (*C&D*, March 31, p636). Vestric marketing director, David Taylor says: "Our policy is to supply dispensing doctors in remote areas where they are not in direct competition with our retail customers."

Perhaps some readers will remember the publicity in Tenterden, Kent, where the local doctors' practice rode roughshod over the chemists, the FPC, Clothier and anybody else who got in their way. They set up a large dispensing operation which has taken over a third of the dispensing business from the three chemists in town, the nearest being less than 100 yards away from this surgery?

Who supplies (and have done from the start) the surgery? You've guessed it — Vestric! And the chemists were Vestric customers.

John Parry,

Tenterden.

'Untimely haste' on contract

Bolton Local Pharmaceutical Committee is extremely concerned about the untimely haste with which LPC's are expected to discuss the proposals for the new contract, which will be issued at the end of May.

We have been asked to arrange a meeting immediately before June 10, so that our representatives can attend the conference "fully apprised of grass roots opinion".

The Pharmaceutical Services Negotiating Committee rightly comments that the new contract proposals are the most important proposals that conference will have had before it since the 1960s.

However, having waited so long, we would like more time for local discussion before our representatives rush off to decide the future of community pharmacy in one day!

We hope that other LPCs will join us in asking for more time to be allowed for local discussion.

Jean Rothwell

Secretary

Bolton Local Pharmaceutical Committee

Chemist & Druggist 7 April 1984

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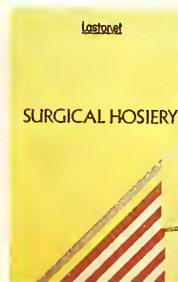
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Call for codes on standards of service

The professions should set codes of basic standards by which consumers can judge the quality of service they receive — then establish independent complaints procedures which allow the consumer financial redress. Those recommendations were among the resolutions passed at last weekend's National Consumer Congress in Liverpool.

The resolution also called for wide publicity about the means of obtaining redress, and in the workshop which formulated the proposal it was stressed that although each profession should itself finance the scheme, its members should be in a minority on the adjudicating committee.

Mr Richard Thomas, a solicitor on the staff of the National Consumer Council, put forward the "insurance ombudsman" as a model for other schemes. The insurance companies had funded an independent council with two of their own nominees, but with five or six persons sitting in their own right. The council appointed the "ombudsman" who investigated complaints, advised the consumer, adjudicated and arbitrated, and could order a company to pay compensation up to a fixed limit.

Mr Thomas said that a similar proposal had been put to the Law Society but was still lying "on the table." Under the proposal, a "complaints bureau," directed by an independent council, would employ a director and staff who would have power to investigate and call for papers; it would report questions of professional misconduct to the Law Society, but would be able to award compensation up to a maximum of perhaps £1,000, with levels above that being left to the courts. Mr Thomas said that if the professions did not go down that road, control might be taken out of their hands.

Concern that the proposals were going "too far too fast" was expressed by Mr A. Cole, chairman of the Law Society's professional purposes committee (this considers matters of professional conduct but refers to a tribunal the more serious questions, when withdrawal of a licence to practice may be involved; the committee has several sanctions open to it, including requiring a solicitor not to practice alone). Mr Cole said his committee had agreed proposals for introducing lay members and two solicitors not appointed by the council; these were due to go before the council for approval this month.

Another proposal concerned the setting

up of a network of solicitors, perhaps those who had retired, who would help clients identify and pursue their complaints locally. The committee was also taking power to tell solicitors to hand back the charge to the client in the case of small claims. But, Mr Cole pointed out, it was possible to govern only those who were willing to be bound by the rules, and the professions should not be expected to finance complaints against themselves on two levels. He stressed that professions were subject to rules of conduct which went beyond the demands of the law.

A pharmaceutical input to the debate had been made on this aspect by Mr R. Clitherow, a Liverpool proprietor attending the Congress as representative of the local Electricity Consultative Council. He noted that only 50 per cent of surveyors (one of the other professions being used as examples in the debate) were members of professional bodies, and asked how those outside — the "cowboys" — could be controlled. However, an attempt to extend the resolution to restrict professional titles to those who were bound by the conduct rules was heavily defeated.

Mr Tony Dunford (National Federation of Consumer Groups) supported Mr Clitherow by saying that there was a tendency in the consumer movement to "burst open the closed shops" — then to close them again so that they could be controlled. "You can't have it both ways," he said. However, Mr David Tench (Consumers Association) argued that while the professional might use the title, others should be able to perform the role, perhaps more cheaply but without the professional control: it was then up to the consumer to decide which to choose.

Other speakers argued that consumers should help to establish the profession's rules of conduct: "We should tell them what we want."

When the resolution came before the full plenary session of Congress it was approved by 100 votes to nine — and delegates gave it equal "first priority" with a resolution on transport. (Later, Mr Alex Fletcher, Parliamentary Under-secretary for Corporate and Consumer Affairs, expressed surprise that consumers seemed to have more confidence in traders — there had been a resolution on unscrupulous practices, but that was put last in the priority order — than in the professions).

Government proposals for a thorough review of consumer safety legislation will be

published in the next month or so as a White Paper. Mr Alex Fletcher, Parliamentary Under-secretary for Corporate and Consumer Affairs, told the Consumer Congress that he had been studying closely safety laws in the Federal Republic of Germany where for the past 16 years there had been a legal obligation to supply consumer goods that are safe in use.

Mr Fletcher admitted there were difficulties arising from EEC proposals for new Directives on matters such as product liability and misleading advertising. On product liability he said the Government continues to support the "state of the art" defence.

Mr Fletcher said the Government was prepared to compromise on misleading advertising but not to throw out the British system. He said the handling of complaints by the Advertising Standards Authority seemed faster than requiring the consumer to go to court to achieve a ban on advertising — which was what other Europeans wanted. The compromise would be to allow complaints to the Office of Fair Trading (as well as ASA) which would then take cases to court.

Another point raised with the Minister was the need for tactile labelling of hazardous products to assist the blind. He promised to see what the industry could do on a voluntary basis.

Congress gave overwhelming support to an emergency resolution calling on the Government to restore financing to the Association of Community Health Councils — a body set up under statute.

It was said that when Mr Patrick Jenkin became Social Services Secretary in 1979 he had wished to disband the CHCs; when that failed he sought to end the Association, and finally the grant was cut so that publication of *CHS News* had to be abandoned. Mr Mike Gerrard, former secretary of the Association, told Congress that the consumer's voice in the Health Service was being threatened — it was essential that the CHCs could combine to present national issues.

The resolution calling for more exhaustive testing of products used by the elderly (*C&D* last week, p592) was accepted by the workshop which discussed it, but not put forward to the plenary session. A pharmaceutical contribution to this workshop came from Mr A. Williams, CAPO based at Aberdeen, who was representing Age Concern, Scotland.

The final Congress resolution deplored the lack of effective enforcement measures against counterfeiting, particularly where safety is involved and called on the Government to introduce legislation making it a criminal offence to supply counterfeit goods.

OFT discounts inquiry goes ahead

The Office of Fair Trading has confirmed that it is to carry out an investigation on discriminatory discounting.

The inquiry will consider whether major retailer chains have been able to pressurise food and toiletry manufacturers into the granting of non-cost related discounts. If the OFT decide the "big boys" are abusing their market power in this way, they may instigate a further Monopolies & Mergers Committee report on the subject.

The previous Monopolies report, in

1981, came to the conclusion that discounts granted were in the public interest, as they tended to be passed on to the consumer in the form of lower prices.

Draft terms of reference for the inquiry have been drawn up, although full details are not yet available.

The inquiry should be ready to begin operations in about two weeks. The gathering of evidence from retailers and manufacturers is bound to be a lengthy process, and no conclusions can be expected until the end of the year.

LRC deny import sheath charges

LRC have denied allegations in *The Observer* last Sunday that imported non-standard sheaths have been sold in the UK in Durex-branded packs.

The company reassure pharmacists that these sheaths, imported from Japan for export purposes, are never sold in the UK. Currently the only sheaths they import are Durex Arouser which are made by an LRC International company in West Germany and which meet British Standards Institute specifications. The country of origin is

clearly stated on the pack, and they are tested, foiled and packed in the UK.

The company memo on which *The Observer* based its article was wrong, say LRC, and was the result of a misunderstanding by the writer about the intentions for bought-in condoms. The products were not exported in standard Durex packs, but in special packs marked "Made in Japan," and met full market standards.

The Observer article also alleged collusion between LRC and Department of Health officials over supply of surgeons' gloves to the NHS to maintain the company's monopoly position. LRC say these allegations are also unfounded and claim at no time has the company acted improperly.

Independent's sales slip confirmed

Last month's gloomy figures from Nielsen — which showed the independent chemist losing turnover to multiples and drug stores — have been confirmed by Mintel.

"It is not enough for the chemist to hope that customers presenting prescriptions will also make a non-pharmaceutical purchase — fewer are now doing so" they say. "He must aggressively market these potentially more profitable products by display, shop design and special offers."

Drugstores are making more progress, thanks to what Mintel call "supermarket tactics and lower prices."

The major threat to the independent's sales is said to be the "one-stop" service offered by grocery outlets with in-store pharmacies. Even here, Mintel feel the independent should be able to retain his share of NHS and cosmetics business.

Grocers increased their OTC medicines business by 12 per cent in 1983, according to Mintel, with chemists and drug stores managing an increase of only 7 per cent.

Chemist outlets account for a little over half total sales of drugs, medicines, toiletries, cosmetics and surgical appliances.

Mintel also asked members of the public aged between 25 and 34 or over 55 (statistically the heaviest users of pharmacies) which qualities they most valued in a chemist shop. Helpful staff came out on top, followed by convenient opening hours and easy parking. *Mintel Retail Intelligence Report on Chemists and Drugstores (Spring 1984), available on subscription from Mintel Publications Ltd, 7 Arundel Street, London WC2R 3DR.*

Appointments appear this week under **People** on p698

Unichem put 18pc on sales

Unichem increased sales by 18 per cent to £336m in 1983. Pre-distribution profits rose from 1982's £22.1m to reach £26.2m.

Unichem members shared £23.2m of this, leaving retained profits steady at £3m.

Managing director Peter Dodd says these figures represent "a very good result in a difficult year for the industry."

"1984 should see an end to the uncertainty surrounding parallel imports and a continuation of problems affecting wholesaler margins — not a year for the faint-hearted," he adds.

New generics Co for UK

A new generic pharmaceutical company, Generics (UK), has been established in Potters Bar, Herts.

The company has links with an internationally-based group of pharmaceutical manufacturers via managing director Tony Tabatnik. "Our investment is geared to upgrading and extending the role of generics and building a name for consistent high quality," he says.

The company says its first product, flucloxacillin, is to be marketed by chosen pharmaceutical distributors.

The Potters Bar plant currently employ about 20 people. Mr Bernard Samuels has been appointed marketing director. He was recruited from Revlon Health Care (UK) where he headed the Berk Pharmaceuticals sales division. Mr Samuels has been in the pharmaceutical industry for over 16 years and has been involved with generics for most of that time. Technical director is Mr Henry Davis who has over 17 years experience in the pharmaceutical industry and an MSc in pharmaceutical analysis and quality control from Chelsea College.

Vestric alter trading terms

Vestric altered their trading terms on April 1. Pharmacists must now spend £1,250 a month with the company to qualify for an 8 per cent discount — previously the threshold was £1,000.

Chemist & Druggist 7 April 1984



Four winning smiles from the assistants at C F Bull pharmacy who have won the first prize of £250 in Unichem's Golden Dozen contest for pharmacy staff. Pictured outside the shop in Hadleigh, Essex, are from left, David Goulding, manager of Unichem's Walthamstow branch, and February winners, Rosemary Ling, Lynne Horwood, Tina Roper and Margaret Dean.

Chemicals set to spend again

The UK chemical industry has released plans for a £2.9 billion capital spending programme in the UK over the next three years.

Sir Michael Colman, chairman, the Chemical Industries Association's trade affairs board, said this week that, after much reduced capital spending during the recession, the industry is now spending more money in response to better trading conditions and improved cash flow. But, he added, the industry remained cautious about the strength and duration of the economic upturn.

"The emphasis in this year's programme has shifted very clearly towards improving product specifications, and the efficiency of existing production facilities" he said.

The CIA's Investment Intentions Survey 1984 estimated that total chemical industry capital expenditure last year was £800m, about 14 per cent up on provisional official estimates for 1982 and representing a rise of nearly 7 per cent in constant price terms. But compared with CIA's own higher estimates for 1982, expenditure in 1983 remained unchanged in real terms.

This year's expenditure is expected to be about £925m which, allowing for inflation, is some 9 per cent up on the expected 1983 out-turn. Capital spending is expected to peak in 1985 with a sharp decline the following year.

Underwoods back Sunday trade

Former Underwoods chairman Harry Woolf — still the company's major shareholder — has had a letter extolling the virtues of Sunday trading published in the *Financial Times*.

Mr Woolf's letter dismisses the arguments of those who say that longer trading hours will produce no increase in the "fixed cake" of consumer expenditure.

By the same logic, he says: "Shops could take it in turns to open, say, one or two days a week, perhaps supervised by the local authority so as to maintain a fair share of the trade. Retail staff could go on fully-paid

holiday for the rest of the week, costs such as lighting, heating and security would be cut to the bone, prices must fall and no-one would suffer."

He also rejects assertions that shops would be forced to open on Sundays whether they wanted to or not.

Underwoods have submitted evidence to the Home Office shop hours committee; evidence which Mr Woolf says takes much the same line as his letter. "We are very much in favour of Sunday trading and extended opening hours" he says. "And we feel strongly that the retailer should be free to open when he sees fit."

Sale of Goods changes may hit retailers' rights

Proposed changes in the law may force retailers to give replacements or refunds on goods they are later banned from returning to their suppliers.

Law Commission suggestions for amending the Sale of Goods Act 1979 would allow consumers to demand a refund on faulty goods even where they have given every sign of accepting the goods involved.

However, retailers deemed to have accepted these goods from their suppliers would be unable to pass them back down the chain.

Many goods are now supplied in pre-packed outers, the NCT points out in its reply to a Law Commission consultative document — giving shopkeepers no chance to inspect them properly before signing a delivery note.

The NCT has no objection to the consumer being given greater rights in this

way, but is calling for equally increased protection between retailer and wholesaler.

"Having acted in good faith, and in the spirit of the law, the retailer should not then have to justify his action to the supplier before he can obtain from him reimbursement or replacement" says the NCT.

The Law Commission are also suggesting eliminating the requirement that goods sold be of "merchantable quality," suggesting as a replacement the definitions of "proper quality" or "acceptable quality in all respects."

The NCT would prefer "of such quality as would in all the circumstances of the case be fully acceptable to the reasonable buyer, who had full knowledge of their condition, quality and characteristics."

If these conditions were not met the consumer would be entitled to return the goods and demand a refund unless the fault

was "slight" and it is reasonable that he should accept repair or replacement. The Commission cite the case of a man who buys a new car and finds the cigarette lighter does not work. It says that, under the proposed new legislation, this would not be regarded as a "slight" fault. The buyer would therefore be entitled to return the car and claim his money back — with no deduction for use of the car — unless the lighter was "satisfactorily and promptly repaired."

The NCT find this "completely unacceptable" and ask who is to bear the loss if the car now has to be sold as second-hand.

"It is one thing to wish to be of service, and to accept additional work and inconvenience to that end. But it is an altogether different matter if, through delay, lack of co-operation, obstruction or direct refusal on the part of his supplier, the retailer has to stand the loss."

Sunday ruling on video hire

Two video rental retailers last week failed to convince the High Court that their businesses should be exempt from Sunday Trading restrictions.

Keith Lewis of Maidstone and William Gardner of Wolverhampton had each been fined by their local authorities for serving customers on Sunday. They both appealed on the grounds that their businesses are leisure-based and so escaped the Shops Act. But Lord Justice Robert Goff and Mr Justice Mann were not convinced.

They accepted, however, that a legal point of public importance had been raised by the case, and so gave leave for appeal to the House of Lords.

Bail for Chanel 'fraud' three

Three East London men accused of involvement in a multi-million pound Chanel No 5 perfume fraud were given conditional bail by magistrates at High Wycombe on March 28.

They were Stephen Jory, 33, of Trelawney Estate, Paragon Road, Hackney; Raymond Young, 25, of Churchill Terrace, Chingford, Essex and Robert Coles, 37, of Ley Street, Ilford.

The court agreed that committal proceedings for the three men and three others — from Barnet, Kensington and Tring, Herts — would take place on May 25. All are accused of conspiracy to defraud.

BRIEFS

Ravina are moving to new premises in Milton Keynes on May 1. New address will be Celeste House, Rooksley, Milton Keynes MK13 8PB (tel 0908 665577).

Tolley have produced an employer's guide to national insurance contributions. Covering subjects such as arrears of contributions, company directors and arrangements for husband and wife, the book contains plenty of worked-through examples, together with practical guidance on more obscure points of the system. *National Insurance Contributions 1984/85* (£12.95), Tolley Publishing Co Ltd, Tolley House, 17 Scarbrook Road, Croydon, Surrey.

Numark golf

The five regional finals in the national Numark chemist golf tournament 1984 for the Rennie trophy are to be held at: Knock, Northern Ireland, on May 31; Wentworth East Course, S. England, on June 20; Rosemount, Scotland, on July 10; Pannal, N. England, on July 19, and Little Aston, Wales and Midlands, on August 8.

A maximum of 30 competitors from Numark chemists and their staff, Numark wholesalers and their employees and Nicholas Laboratories personnel will be selected to play in each regional final. The competition is to be Stableford with five teams of four in the final to be held on September 20, at the Burma Road course at Wentworth.

Richard Daniel trade show

Richard Daniel & Son are holding a trade show at Alfreton Leisure Centre, Alfreton, Derbyshire, on Wednesday, May 2.

Over 40 exhibitors are expected, including Wellcome Foundation, Robinsons of Chesterfield, Elida Gibbs, Farley Health Products, Seven Seas Health Care, Smith & Nephew, Kimberly-Clark and Kodak.

There is to be a buffet and free bar for all customers. Richard Daniel & Son are to run coaches from their Ashton-Under-Lyne depot for those attending the show. Information from *Mr M. Wathorn, sales director, Richard Daniel & Son Ltd, Mansfield Road, Derby (tel 0332 40671).*

Monday, April 9

Bath Branch, Pharmaceutical Society. Rising Sun, Grove Street, Bath, at 7.30 pm. Beer and Skittles.

Lurgan, Portadown and Armagh Branch, Pharmaceutical Society of Northern Ireland. Bannville House Hotel, Giltfort Road, Banbridge, co Down at 7.30 pm. Annual Dinner and election.

Macclesfield Branch, Pharmaceutical Society. at 8 pm. Annual Meeting. Venue to follow. Hot Pot supper.

Swindon Branch, Pharmaceutical Society. King's Arms Hotel, Wood Street, Swindon, at 8 pm. Annual Meeting.

Tuesday, April 10

Lanarkshire Branch, Pharmaceutical Society. Strathaven Suite, Garrison Hotel, Motherwell, at 7.30 pm. Annual Meeting.

Leicestershire Branch, Pharmaceutical Society. postgraduate medical centre, Royal Infirmary, Leicester, at 8 pm. Annual Meeting.

South West Metropolitan Branch, Pharmaceutical Society. St George's Hospital Medical School, at 8 pm. Annual meeting.

Wednesday, April 11

Isle of Wight Branch, Pharmaceutical Society. Bugle Hotel, Newport, at 8 pm. Annual Meeting and resolutions.

Scottish Department, Pharmaceutical Society. Terraces Hotel, 4 Melville Terrace, Stirling. "The prevention of infection while holidaying abroad," by Dr E. Walker, lecturer in infectious diseases at Glasgow University.

Thursday, April 12

Barnet Branch, Pharmaceutical Society. Barnet General Hospital, postgraduate medical centre, at 7.30 pm. Annual Meeting.

Bedfordshire Branch, Pharmaceutical Society. Bird-in-hand, Henlow Camp Crossroads, at 8 pm. Annual Meeting.

Bradford and Halifax Branch, National Pharmaceutical Association. Victoria Hotel, Bridge Street, Bradford, at 8 pm. Annual Meeting with speaker, Leslie Calvert.

Epsom Branch, Pharmaceutical Society. Bradbury postgraduate medical centre, Epsom District Hospital, at 7.45 pm. Tim Astill, NPA director, on "Promoting the role of the pharmacist."

Hull Pharmacists' Association. postgraduate centre, Hull Royal Infirmary, at 6.45 pm. Members' dinner. Talk on "Review of the use of computers in retail hospital and wholesale pharmacy" by Dr R. Knowles.

Plymouth Branch, Pharmaceutical Society. board room, Derriford Hospital, Plymouth. Annual Meeting.

Saturday, April 14

Natural Health Gathering and Forum. Bristol University Union building, Queens Road, Bristol, at 10.30 am. Meeting on "Natural health and its place in society". Limited to 250 people. Tickets £5 (£5.85 extra for reception and vegetarian dinner) paid in advance to Natural Health Network, Chardstock House, Chard Somerset TA20 2TL (tel 04606 3229).

Advance information

Holistic Pharmacists Association. Larkhall Laboratories, 225 Putney Bridge Road, Putney, April 18, at 8 pm. Professor E.J. Shellard, emeritus professor of pharmacognosy, on the relevance of herbal medicine to the pharmacist, followed by discussion.

Montreux Direct Marketing and Symposium and Exhibition. April 30-May 4. Includes seminar on direct marketing methods for distribution of pharmaceuticals (May 2-4). Details from: Daniel J. Edelman Ltd, Stanhope House, Stanhope Place, London W2 2HH (tel: 01-723 3444).

Industrial Pharmacists Group, Pharmaceutical Society. 1 Lambeth High Street, London SE1 7JN, on May 3, at 10 am. Meeting on "The presentation of medicines". Registrations fee £1.15 for members and £3.00 for non-members. Information from Mr R.E. Marshall at above address.

East Anglian Regional Health Authority. lecture theatre, clinical school, Addenbrooke's Hospital, Hills Road, Cambridge, May 23, at 10 am. Symposium on "Dressings, past, present and future". Information from Dr S. Ellis, EARHA, Union Lane, Chesterton, Cambridge (tel 0223 61212).

Pharmaceutical group, Royal Society of Health. 13 Grosvenor Place, London SW1, on June 7, at 7 pm. Dr E.S. Snell director, medical and scientific affairs, Association of the British Pharmaceutical Industry. "Orphans of the world of medicine". Registration is £2.50 for non-members, free for members. Information from the above address (tel 01-235 9961).

Cosmetic Toiletory and Perfumery Association. CBI, Centrepoint, London, on June 18, Seminar on "The Cosmetic (Products) (Safety) Regulations 1984." Speakers from government and industry will talk about interpretation and operation of the new regulations which will replace the 1978 regulations. Information from Ian Phillipson, CTPA, 35 Dover Street, London W1X 3RA (tel 01-491 8891).

Industrial Pharmacists Group, Pharmaceutical Society. 1 Lambeth High Street, London SE1 7JN, on June 19. Meeting on "Aspects of pharmaceutical marketing". Details to be circulated in due course.

Brighton Beauty Fair. Brighton Metropole Hotel, Brighton, July 8-11. Half-price bed and breakfast at the Metropole Hotel for all attending the fair. Information from: Martin Cooper, Dutch Cottage, 131 London Road, St Albans AL1 1TA (tel 0727 66917).

British Diabetic Association. Wellcome Foundation, Euston Road, London, on July 12, at 6.15 pm. Annual meeting. All fully paid-up members invited.

Society for Drug Research. Churchill College, Cambridge, August 4-5. Registration on August 3. Residential meeting on "Drug aspects of gastrointestinal motility secretion and absorption". Registration, on August 3, is £110 for members of the SDR, £120 for non-members and £80 for accompanying members. Includes full board. Information from Barbara Cavilla, Society for Drug Research Secretariat, c/o Institute of Biology, 20 Queensberry Place, London SW7 2DZ (tel 01-581 8333).

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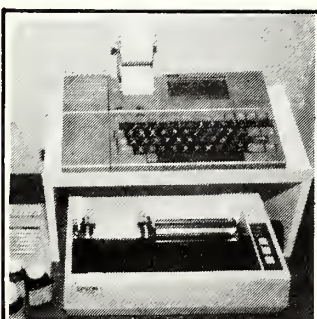


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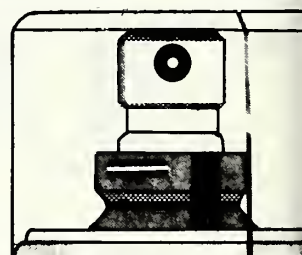
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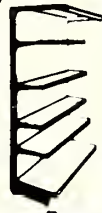
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MPS elected Deputy Mayor

Alan Winton, MPS, has been elected Deputy Mayor of Barnstaple, Devon, for the second year running.

He is the town's first pharmacist to hold office. The present Mayor also put his name forward for the post of Deputy but Alan Winton beat him by 12 votes to 5.

Mr Winton has been manager of Holman Ham & Co (part of the Cross & Herbert group) since 1958 and admits that it is only his pharmaceutical duties that prevent him standing for the position of mayor.

"As a manager with pharmaceutical commitments it is not possible to give the mayoralty the attention needed. But as a Deputy I can play a part in helping the Mayor with duties outside working hours," he said.



All downhill for GB chemists

Two British pharmacists competed in this year's World Ski Cup for pharmacists, held recently in Courmayeur, Italy.

Mr Alan Haycocks, a locum from Devon, came fifth in his category. His



Winner of Numark's Golden Winner competition, with a trip for two to the Olympics in Los Angeles worth £4,500 as the prize, was 94-year-old Mrs Annie Bennet of Leicester. Due to "doctor's orders" she is unable to go and has given the trip to her grandson Peter, and his wife, Sue. They are pictured here receiving their tickets from Mr Hugh Butler, MPS, managing director of Numark wholesaler E.H. Butler & Son Ltd of Leicester with Mr David Humphreys, Butler's sales development manager (left) and Mr S.B. Shah, MPS, of East Park Road, Leicester, who supplied the winning entry form.

speeds in the two slalom events resulted in Britain coming fifth of the seven countries taking part, beating Switzerland and Monaco. In previous years he has won bronze, silver and gold medals.

Taking part for the first time was Mr Jo Cotter, a proprietor pharmacist from Liverpool, who was put off by blizzard conditions on the second day and decided to abandon competitive skiing in favour of social skiing.

Nearly 90 pharmacists entered the competition, which is held annually in a European resort.

APPOINTMENTS

New chairman for Beecham

Ronald Halstead becomes chairman and chief executive of the Beecham Group on July 25. He will replace Sir Graham Wilkins when he retires.

Mr Halstead is currently chairman of Beecham Products. He has been a member of the parent company board since 1965. No decision has yet been made on his successor. He takes over from Sir Graham on the occasion of Beecham's annual general meeting.

Sir Graham Wilkins, 60, has been chairman of the group for nine years. He decided some time ago that he would like to retire before 62 (the mandatory retirement age for executive staff at Beecham) in order

to spend more time with his family. He will retain contact with the group as president.

Seton Products Ltd: Iain Cater, the former group financial director, has been promoted to managing director. In his new position he will be responsible for the Oldham-based healthcare manufacturing and home sales activity.

Carters Tested Seeds Ltd: David Arnold joins the company as key accounts manager. Scott Granger becomes area sales manager (South) and Ian Harrison takes similar responsibility for the Northern region.

Merck Sharp & Dohme: Professor Ray Baker, chairman of the chemistry department at Southampton University, joins the company as director of medicinal chemistry in the neuroscience research centre from July 1.

Thomas Kerfoot & Co Ltd: Three pharmacists have been appointed to the board. Allan Cambridge, MPS, becomes marketing director; Andrew McFarlane, MPS, production director and Brian Philipson, MPS, technical director. Mr R.W. Prestag also joins the board as financial director.

Shulton (GB) Ltd: Nicola Dudman joins the company as a product manager. Her responsibility will include overseeing "major plans" for Old Spice. She previously worked for Stafford-Miller, where she supervised product development on their denture brands.

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